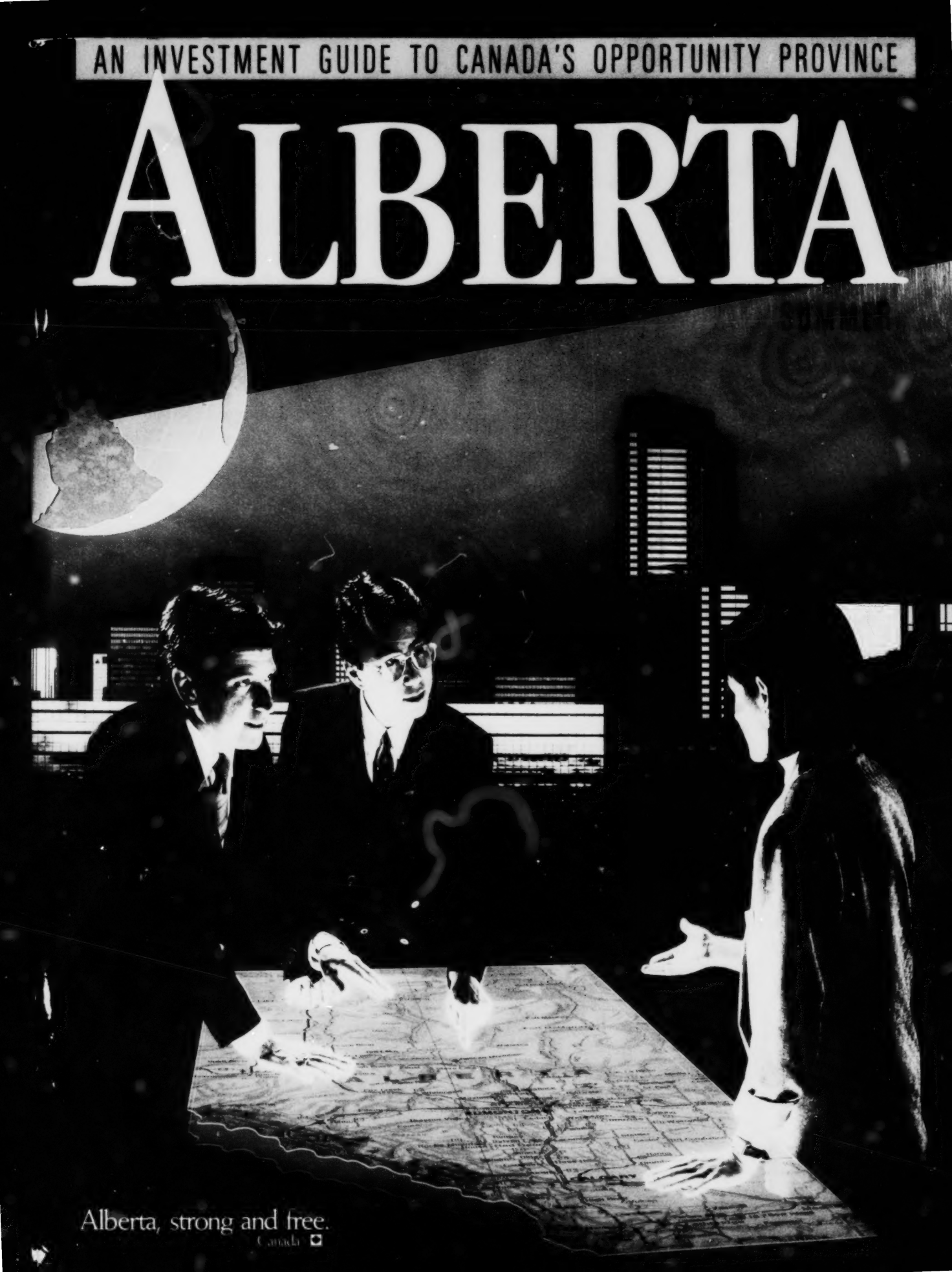
AN INVESTMENT GUIDE TO CANADA'S OPPORTUNITY PROVINCE

ALBERTA



Alberta, strong and free.
Canada

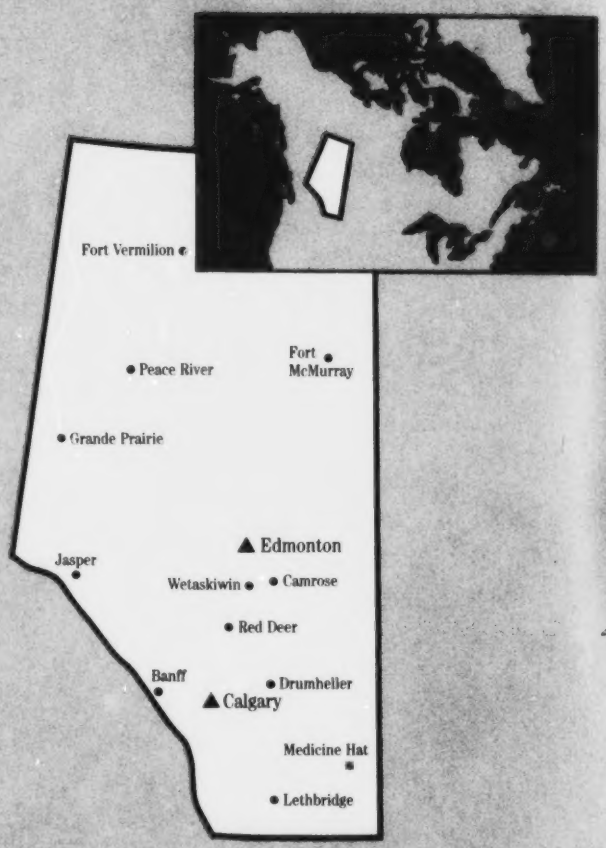
Alberta: Canada's Opportunity Province. A young province in a young country, Alberta is one of Canada's most dynamic regions. The province covers an area of some 644,000 square kilometers, making it three times larger than the United Kingdom, or almost identical in size to the state of Texas.

On the western border, Alberta's majestic Rocky Mountains soar to elevations of 3,700 meters (12,000 feet). The foothills of southern Alberta lead eastward to the rich agricultural land of the rolling prairies. Forests and lakes cover northern regions of the province, while the eerie badlands in southern Alberta are known for their prehistoric mystery.

Politically stable and culturally diverse, Alberta's population of nearly two and a half million people is made up of a mosaic of the world's races, religions and ethnic groups. Albertans enjoy one of the highest standards of life in the western world, and a climate that varies from pleasantly warm summers to invigorating winters. While over half live in the two major metropolitan centres of Calgary and the capital city of Edmonton, others live throughout Alberta's rural areas or in 15 smaller cities throughout the province.

Alberta has the youngest population — and the most productive workforce — in Canada. Thanks to an energetic and competitive business community, backed by a government that encourages free enterprise, Alberta has diversified its economy and established trade links with countries around the world. Once known primarily for its energy and agricultural industries, Alberta today is recognized as a leader in advanced manufacturing, petrochemicals, forestry, high technologies and electronics.

With a highly-developed transportation and communications infrastructure, along with the most moderate tax regime in Canada, Alberta offers a superb environment for business, investment and trade. The opportunities to capitalize on Alberta's strengths are unlimited!



ALBERTA INVESTMENT GUIDE

(REFERENCE REPORT)

ALBERTA ECONOMIC DEVELOPMENT & TRADE

SEPTEMBER, 1989

90-02279/

MESSAGE FROM THE MINISTER

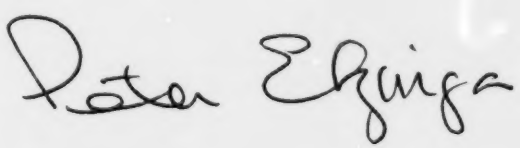
As you review this report, you will no doubt be impressed by Alberta's visible strengths as an investment location. Over the past years, our achievements in developing a dynamic and diverse economy have attracted considerable attention from many astute investors. So have our favorable tax regime, our highly-developed infrastructure and our vast natural resources.

Other advantages are less visible, but equally compelling. Indeed, the importance of our natural resources is outmatched by the strength of our human resources. Alberta's highly-educated workforce is the most productive in Canada, and our labor climate is characterized by a high degree of stability. Our business community is entrepreneurial, competitive and known around the world for its integrity.

Strong in our free enterprise traditions, Alberta championed the Canada-U.S. Free Trade Agreement. Today, businesses in every sector of our province are capitalizing on opportunities to grow, diversify, and achieve their full potential both within North America and throughout the global marketplace.

For these reasons — both quantitative and qualitative — Alberta has consistently recorded Canada's highest per capita level of investment. Major projects which have been announced or are underway in 1989 amount to more than $28.6 billion. This continues to be the most attractive region in North America for investment in conventional oil and gas recovery. Investment is generating remarkable growth in our advanced technology, food processing and manufacturing sectors — our forestry industry alone has attracted an unprecedented $3.4 billion in new projects.

For all that has been achieved, however, Alberta today is poised on the threshold of even more significant growth and development. I invite you to explore the advantages of doing business in Alberta — to explore the virtually unlimited and highly profitable investment opportunities in our growth industries.



Peter Elzinga,

Minister

Alberta Economic Development and Trade

TABLE OF CONTENTS

	Page
Alberta Opportunity Unlimited	2
Alberta's Economic Diversification Strategy	4
Foreign Investment in Alberta	7
The Canada-U.S. Free Trade Agreement	9
Business Immigration Program	12
Labour Relations Climate	14
Corporate Taxation	16
Personal Taxation	19
Comparative Living Cost Summary	20
Research and Development Tax Incentives	23
Select Federal Government Programs and Services	26
Select Alberta Government Programs and Services	35
Municipal Government Programs and Services	63
Research and Development Parks in Alberta	66
Roles of Select Alberta Government Departments and Agencies	68
Alberta's Foreign Offices	78
Investment Opportunities in Alberta	83
Other Sources of Venture Capital	94
Bibliography	106
Program and Services Index	109

NOTICE

The Alberta Investment Guide is a reference report based upon information given to, but not verified by, the Investment Promotion Branch of Alberta Economic Development & Trade. The material herein is offered for your consideration, information, investigation and verification. The Government of Alberta disclaims any responsibility or liability whatsoever for costs or damages that a person may suffer in any manner whatsoever by depending on any part or all of the information contained herein.

ALBERTA - OPPORTUNITY UNLIMITED

OPPORTUNITY UNLIMITED - A DIVERSE ECONOMY

Alberta has a diverse economy that has unlimited investment potential. Leading and emerging industries in the province include:

- agriculture
- oil and gas
- chemicals and chemical products
- food processing
- forestry products
- tourism
- electronics and aerospace industries
- computer software and engineering services
- advanced materials and plastics
- consumer products
- biotechnology and pharmaceuticals
- film industry
- fashion industry
- telecommunications

OPPORTUNITY UNLIMITED - INVESTMENT APPEAL

Alberta welcomes and encourages investment. This positive investment climate features:

- low personal income tax rates
- low corporate tax rates
- forgiveness of provincial corporate tax for qualifying small manufacturing businesses
- assured supply of competitively priced energy resources
- a highly trained work force
- labour stability
- political stability
- a government committed to free enterprise
- government encouragement of foreign investment
- government support of world class research facilities in science and technology
- easy transportation and communications access
- availability of industrial land
- no retail sales tax

OPPORTUNITY UNLIMITED - QUALITY OF LIFE

Alberta has one of the highest standards of living in the world which is exemplified by:

- a first class elementary and secondary school system
- outstanding advanced education institutions
- excellent health and medical care, covered by a provincial insurance plan
- legislation for the protection of the environment
- National and Provincial Parks which provide the finest skiing, hiking, golfing and camping in the world
- site of 1978 Commonwealth Games and 1988 Winter Olympics
- vibrant city life
- live theatre, dance, opera and symphony orchestras
- professional sports

ALBERTA'S ECONOMIC DIVERSIFICATION STRATEGY

Over the years, the Alberta Government has pursued a number of policy and program initiatives to encourage diversification. Several examples of the more important initiatives undertaken include:

1. Establishing the **Alberta Heritage Savings Trust Fund** in 1976 to retain a portion of the non-renewable resource revenues that the province receives from oil, natural gas and coal. The Fund was established to provide the financial means to further diversify the Alberta economy. The Heritage Fund now has an asset value of $12.5 billion, and generates investment income which accounts for 15 percent of total provincial revenues.

2. Maintaining a **competitive tax regime** for the province's business community, with current tax rates on small business, manufacturing and processing income being among the lowest in Canada.

3. Building an **extensive infrastructure in transportation, communications, education, and health care** - all of which are essential to economic growth and diversification.

4. Establishing **world class facilities in science and technology**, such as the Alberta Research Council; the Alberta Heritage Foundation for Medical Research; and Applied Research Centres in Micro-electronics and Telecommunications.

5. Developing **world class facilities for tourism** including heritage attractions such as the Tyrrell Museum of Paleontology and the Head-Smashed-In Buffalo Jump World Heritage Site, and recreational features such as our national and provincial park systems.

6. **Providing financial assistance to small businesses** where the marketplace has not responded to their needs. Examples include programs intended to stabilize interest rates and other input costs, and to improve access to sources of financing for higher risk ventures (Alberta Opportunity Company).

7. Encouraging the formation of **venture capital pools** as sources of equity capital and liquidity for Alberta businesses (Small Business Equity Corporations Program, recent expansion of the Alberta Opportunity Company's mandate to include venture financing).

8. Promoting the **development of export markets** for Alberta goods and services through programs that help to reduce front-end risk (Market Development Assistance Program, Export Services Support Program, etc.).

The following are key components of Alberta's economic diversification strategy, in terms of where emphasis will be placed.

1. **Business Development** - Statistics show that 97 percent of all firms in Alberta have less than 100 employees and less than $2.0 million in revenues. In the last 10 years, these firms have accounted for almost all of the net employment growth in the province. Moreover, these smaller firms account for 80 percent of all innovations made by the business community. New business formation and the success of existing businesses is the foundation for the continued growth and diversification of Alberta's economy.

2. **Domestic and International Marketing** - Diversification is supported not only through the development of new industries or commercial sectors, but also through the opening up of new markets for existing products and services. The Alberta Government is committed to increasing the number of companies exporting outside the province.

3. **Investment Promotion** - Capital does more than simply generate jobs. Investment is an important vehicle in transferring technology, increasing productivity, and improving competitiveness. The role of the Alberta Government in seeking to have investment take place in the province, is to promote attractive investment opportunities and ensure that investors are aware of these opportunities. The Alberta Government is committed to ensuring that our regulatory and taxation regimes remain favourable to investors.

4. **Science and Technology** - Advanced technology is rapidly emerging as one of the dominant factors shaping the social and economic structure of most societies. It is now recognized by all industrial countries as representing one of the major opportunities for new economic growth. The Alberta Government is committed to enhancing industry's ability to develop and commercialize new technologies and new products, and to apply these technologies to improve the productivity of existing industries.

5. **Transportation and Communications** - In a highly competitive economy, businesses must have the ability to respond quickly and appropriately to market forces. Alberta is committed to a process of deregulation in the transportation sector, one which recognizes the role of the marketplace, rather than regulation, as a means of encouraging efficiency and innovation.

6. **Education and Labour Market Development** - A smoothly functioning, demand responsive labour market is an essential ingredient for economic growth and diversification. The Alberta Government is committed to working closely with industry to identify current and future demand for skilled workers, and to working with businesses and industrial associations to undertake increased training initiatives to provide skills essential to their industry.

Albertans are very well educated. About 40 percent of Alberta's population has some level of post-secondary education, well above the Canadian average of 31.7 percent. In Calgary and Edmonton, the educational attainment levels are even higher; nearly one out of every five working age persons in these cities has a post-secondary degree, diploma or certificate, while nine out of every ten have been to high school.

FOREIGN INVESTMENT IN ALBERTA

Foreign investment has played a significant role in the development of Alberta's economy, and is expected to maintain this role in the future. Foreign capital fostered an agricultural export economy in the first part of the century and allowed for the rapid development of the petroleum and chemical industries following the Second World War. Many of Alberta's future development prospects - oil sands, coal mining, petrochemicals, high technology and forestry - are capital intensive. Alberta welcomes and encourages foreign investment which will be beneficial to the province.

INVESTMENT CANADA

The Investment Canada Act recognizes that investment is central to economic growth and the key to technological advancement. In 1985, Canada's regulations regarding foreign investment were greatly liberalized through the Investment Canada Act.

The Act establishes an Agency, Investment Canada, with a mandate to encourage and facilitate investment. The establishment of a new business by a foreign investor requires only that the investor notify Investment Canada of the investment within 30 days of implementation.

Acquisitions of small Canadian businesses are not subject to review. The Canadian asset threshold below which investments will not be reviewed is $5 million for direct acquisitions, and $50 million for indirect acquisitions. Since the inception of the Investment Canada Act, neither the Canadian nor the Alberta Government have rejected a reviewable foreign investment proposal.

Under the Canada/U.S. Free Trade Agreement, effective January 1, 1989, the threshold for review of direct acquisition of control of a Canadian business by a U.S. investor increased to $25 million and the threshold for indirect acquisitions increased to $100 million. In phases, the threshold for direct acquisitions will increase to $150 million over a three year period while the threshold for indirect acquisitions will be phased out entirely. The new thresholds will also apply to third country acquisitions of Canadian businesses controlled by U.S. interests. However, amendments to review thresholds will not apply to investments in the oil and gas sector.

Provisions are made to review proposals which would otherwise be subject to notification if investments fall in certain sensitive sectors. These are:

- books, magazines, periodicals or newspapers,
- film or video products,
- audio or video music recordings, and
- music in print or machine readable form.

Investments in the above sectors may be reviewed if the Governor in Council deems it is related to Canada's cultural heritage or national identity.

OTHER INVESTMENT CANADA SERVICES

Investment Canada was created to facilitate the investment process. Investment Canada can give you useful and timely information on Canadian industry and commerce, including:

- markets in Canada and markets accessible from Canada;
- trade services;
- energy;
- transportation and communications;
- technological capabilities;
- labour;
- banking and finance;
- incentive programs;
- joint ventures and licensing in Canada; and
- planning business trips.

For more detailed information on Investment Canada contact:

Investment Canada
5th Floor W, 240 Sparks Street
P.O. Box 2800, Station D
Ottawa, Ontario, Canada
K1P 6A5
Phone: (613) 995-0465
Telex: 053-4450

OR

Policy Development and Coordination Branch
Alberta Economic Development & Trade
9th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6
Phone: (403) 427-3627

THE CANADA - U.S. FREE TRADE AGREEMENT

The Canada-U.S. Free Trade Agreement (FTA) entered into force on January 1, 1989. The Agreement is historic because it represents the most comprehensive trade pact ever signed between two countries. The FTA breaks new ground on a number of trade and trade-related issues, such as agriculture, investment, and services. It is also notable because Canada-U.S. trade, estimated at $185 billion in 1988, represents the largest two-way trading relationship in the world.

The main purpose and focus of the FTA is to break down barriers that discourage or impede trade between Canada and the U.S. These barriers - generally known as tariff and non-tariff barriers - have in the past restricted our access to the U.S. market. More specifically, the FTA will:

- eliminate all tariffs between Canada and the U.S.;
- reduce non-tariff barriers to trade in goods and services;
- further liberalize investment flows between the two countries; and
- establish effective and impartial procedures for the resolution of bilateral trade disputes.

Commencing on January 1, 1989, tariff elimination began in one of three ways:

- some were eliminated immediately;
- others will be eliminated over five years in equal stages; and
- some will be eliminated over ten years in equal stages.

Under the FTA, goods which are manufactured in Canada or the U.S. will qualify for duty free tariff treatment. For products using raw materials or components from other countries, it has been agreed that those goods will qualify only if they have been sufficiently changed either in Canada or the U.S. These "rules of origin" will ensure that the benefits of the Agreement accrue only to manufacturers with plants in either Canada or the U.S.

INVESTMENT PROVISIONS

Under the Agreement, Canada will continue to review business acquisitions by U.S. investors, but has agreed to phase in higher review levels. The review threshold for direct acquisitions will be raised from the 1988 level of $5 million to $150 million by 1992. Canada has also agreed to eliminate, over the next three years, its current policy of reviewing acquisitions by U.S. investors of Canadian firms already majority-controlled by foreign interests.

In amending the Investment Canada Act, the oil, gas, and uranium industries will be exempted from these changes. This means that the threshold levels for investment review will not be raised in these industries. Canada will also retain its current foreign ownership restrictions in the cultural, telecommunications, and air transport sectors.

ECONOMIC IMPACTS/INVESTMENT OPPORTUNITIES

The FTA will bring significant benefits to the Alberta economy - in effect creating a combined market of 270 million people. Virtually every sector will see its output and employment increase as a result of the Agreement.

Some of the largest gains that Alberta will see are in the resource sector. As agriculture, energy, and forestry are already internationally competitive, increased access to the U.S. market will benefit our producers of meat, livestock, grains, oilseeds, oil and natural gas, and forest products.

Alberta's manufacturing industries are also expected to benefit from the FTA. Of particular importance to Alberta, petrochemical producers will benefit directly from the elimination of the relatively high U.S. tariffs. Similarly, the fashion, apparel, and leather goods industry will see a wide range of new opportunities arising from the FTA.

The service sector is expected to see the greatest benefits. While there will be increased "exports" of oil and gasfield services, engineering, construction services, and tourism, the majority of the additional services required as a result of the FTA will stem from the increased economic activity in the province.

The FTA will also accelerate the development of the province's advanced technology sector, a vital element in Alberta's diversification strategy and already a significant contributor to the provincial economy. With expanded and more secure access to the dynamic U.S. market, new opportunities will emerge for Alberta companies in the areas of biotechnology and pharmaceuticals, computer services, electronics, and telecommunications equipment.

By eliminating tariffs, reducing a number of non-tariff barriers, and liberalizing investment flows, the FTA will encourage substantial new investment in Alberta. Foreign companies will see a number of advantages in investing in the province. The enhanced and more secure access to the large U.S. market that Alberta will enjoy - combined with labour, energy, and raw material costs that are generally more competitive than those in the U.S. - will be a strong incentive to invest in the province.

Additional information on the Canada-U.S. Free Trade Agreement is available from:

Alberta Economic Development & Trade
Policy Development & Coordination Branch
9th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6
Phone: (403) 427-3627

BUSINESS IMMIGRATION PROGRAM

Designed to attract business expertise and investment capital, the Business Immigration Program enables approved applicants and their eligible dependents to obtain permanent resident status in Canada.

The federal immigration system grants immigration status to a business immigrant who invests in a job-generating business in Canada. The federal criteria for entrepreneurial immigration require that the applicant:

1) Has a relevant business background;

2) Has the intent and ability to invest in a business venture whereby employment opportunities will be continued or created for one or more Canadian residents other than the applicant and his dependents;

3) Upon approval, the applicant must reside in the Province, and assume active management roles in the operation of the business.

In Alberta, entrepreneurial immigrants are encouraged to establish businesses in these areas: manufacturing; food processing; services; merchandise wholesaling, retailing, or distribution enterprises.

Passive investment which is designed to collect interest, dividends, or rent from existing properties, lend money, or speculate on real estate are not eligible under the program.

Another category of business immigration - the Immigrant Investor Program - was introduced in 1986 as a means of admitting qualified business persons to Canada on the basis of their willingness to invest capital into business ventures which will create jobs and contribute to business expansion.

Currently in Alberta, two tiers of eligible investments are available. Investors may qualify if:

1) They have a net worth of $500,000 (CDN.) and make an investment of $250,000 (CDN.) over a three year period in a designated Alberta business or private investment syndicate; or

2) They have a net worth of $700,000 (CDN.) and make a minimum investment of $500,000, locked in for five years. Investments are encouraged in a number of industries including plastics, tourist facilities, oil and gas ventures, advanced technologies, and agri-business.

The decision on visa issuance for a prospective business immigrant rests with the Federal Government based on provincial recommendations and the applicant's ability to meet the selection criteria, and health and security checks as required under Canadian immigration laws.

Additional information can be obtained from:

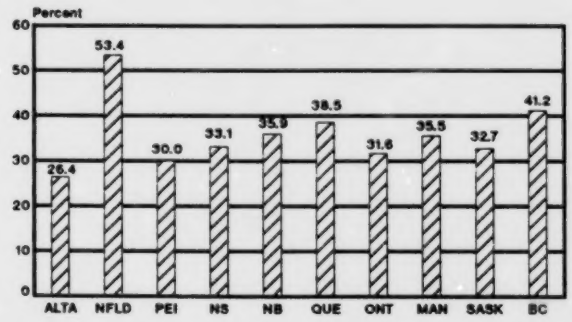
Alberta Career Development and Employment
Immigration & Settlement Programs
14th Floor, Park Square
10001 Bellamy Hill
Edmonton, Alberta T5J 3W5
Phone: (403) 427-0537

LABOUR RELATIONS CLIMATE

Alberta has long had a stable labour relations system. While inevitably labour disputes arise from time to time, labour and management have often been very innovative in finding solutions to sometimes difficult issues.

Some indicators of the labour relations climate are presented in the graphs below.

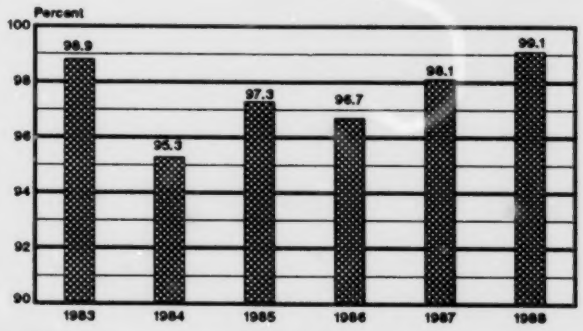
Union Membership as a % of Total Paid Workers
All Provinces As Of December 1986



Source: Statistics Canada, Corporations and Labour Unions Returns Act & The Labour Force

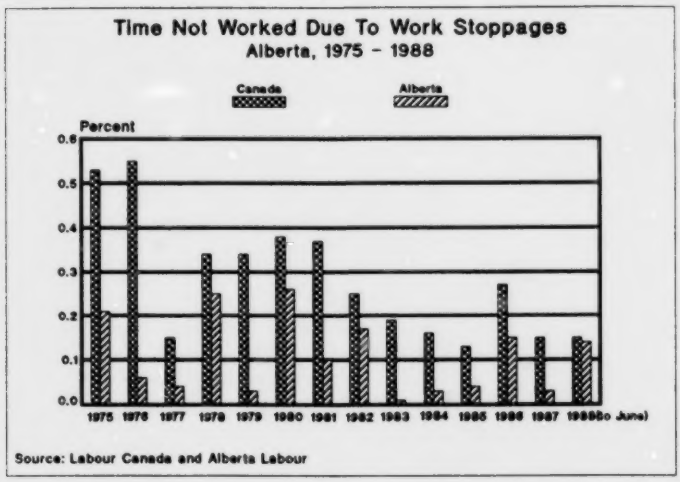
Union membership in Alberta as a proportion of paid workers is lowest among Canadian provinces.

Negotiated Wage Settlements Without Workstoppages
Alberta, 1983 - 1988



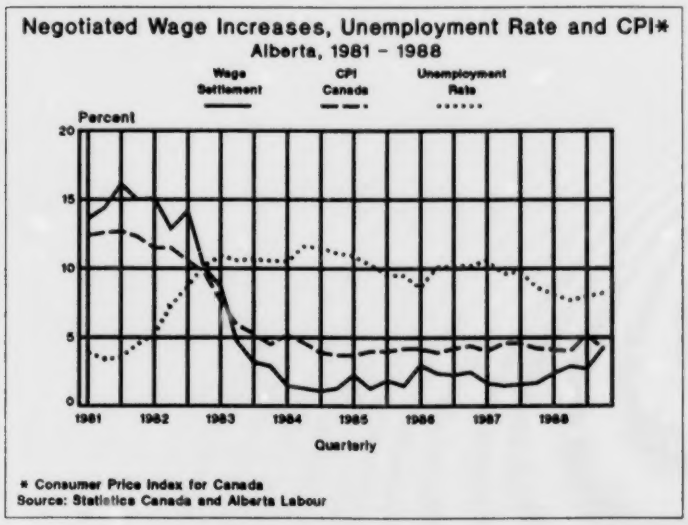
Source: Alberta Labour

The vast majority of labour negotiations result in a settlement without recourse to strike or lockout.



Since 1975 time lost due to strikes or lockouts has not exceeded 0.6 percent of time worked in Canada nor 0.3 percent in Alberta.

Workers in Alberta have consistently experienced less time loss than the Canadian average. In many years the difference has been dramatic.



Average percentage increases in negotiated wage settlements since early 1983 have been consistently lower than increases in the Consumer Price Index.

CORPORATE TAXATION

CORPORATE INCOME TAX RATES

In Canada, corporate income tax rates vary depending on the type of business or business activity, and on the net income of the company. The following section describes tax treatment in Alberta with comparisons to other Canadian provinces. The subsequent material discusses other provisions of the Income Tax Act, such as capital cost allowances (CCA - the tax system analog of depreciation) and capital gains.

The small business tax rate applies to companies that have $200,000 or less in net income. Manufacturing and processing corporations qualify for a special tax rate. If the latter have $200,000 or less in net income, they also qualify for the small business tax rate. The general business tax rate applies to companies that are not eligible for these special rates.

The federal tax rates are 28% for general business, 26% for manufacturing and processing corporations (M & P), 12% for small businesses, and 12% for small M & P companies. A federal corporate surtax of 3% applies to federal tax payable. Thus, the actual federal rates are 28.84% (i.e., 28% x 1.03 = 28.84%) for general business, 26.78% for M & P companies, 12.36% for small business and 12.36% for small M & P companies. These tax rates must be prorated for the corporate tax year. The following table shows combined federal and provincial corporate tax rates for Alberta, British Columbia, Ontario, Quebec and Saskatchewan.

CORPORATE TAX RATES

Combined Federal/Provincial Income Tax Including Corporate Surtaxes

	General Business (a)	Manufacturing & Processing Corporations	Small Business Corporations (b)	Small Manufacturing & Processing Corporations (b)
Alberta	**43.84**	**35.78**	**17.36**	**12.36**
British Columbia	42.84	40.78	33.36	33.36
Ontario	43.34/44.34	42.28	12.36/22.36	12.36/22.36
Quebec	34.74/42.74	32.68	12.36/15.58	12.36/15.58
Saskatchewan	45.84	26.78	12.36/22.36	12.36

(a) In Ontario, the lower general business rate applies to all primary industries. In Quebec, the lower rate applies to active business income (non-active businesses are professional firms, investment companies, or personal service firms).

(b) The lower small business rates in Ontario, Quebec and Saskatchewan apply to new start-up businesses.

OTHER PROVISIONS OF THE INCOME TAX ACT

Most expenses in the normal course of operating a business are fully deductible from the revenues of the business. For example, wages and salaries, cost of sales, office expenses and freight costs are fully deductible. Automobile expenses may be deducted only to the proportion of the mileage used for business purposes. Business meals and entertainment expenses are 80% deductible.

Only two-thirds of capital gains are included in a corporation's income, the remainder being tax exempt. Investment tax credits (ITC) are available at a rate of 5% of the expenditures on qualifying buildings, machinery and equipment, to be used in Canada for activities such as logging, farming, fishing or manufacturing. Research and development tax incentives are also available as special ITC's and are fully described in another section of this guide.

Federal CCA rates are frequently treated differently from financial statement depreciation costs. For example, manufacturing equipment may be written off at 40% per annum on a declining balance basis, although this rate will be reduced in future years. Buildings may be written off at 4% on a declining balance basis.

RETAIL SALES TAX

There is no retail sales tax in Alberta, as shown in the following table:

	Retail Sales Tax Rate (%)
Alberta	**0.0%**
British Columbia	6.0
Ontario	7.0
Quebec	9.0
Saskatchewan	7.0

For further information contact:

Finance Development Sector
Business Finance Development
Alberta Economic Development & Trade
7th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6
Phone: (403) 422-5025

PERSONAL TAXATION

All other provinces in Canada have higher personal income tax rates than Alberta. The following table compares five of the basic provincial rates.

Provincial 1987 Personal Tax Rates

	Basic Rate (a)
Alberta	**46.5%**
British Columbia	51.5%
Ontario	50.0%
Quebec	70.0-85.0%
Saskatchewan	50.0%

(a) Basic rate is expressed as a percentage of basic federal tax. Alberta has an additional 0.5% tax on taxable income and a high income surtax of 8% on basic Alberta tax in excess of $3,500. Saskatchewan has an additional 1.5% tax on net income and a high income surtax of 12% of provincial tax payable in excess of $5,000. Ontario levies a 3% high income surtax on provincial tax payable in excess of $5,000. Quebec levies its own personal income taxes on a different base than other provinces.

There are a number of tax deductions and tax credits which serve to reduce taxable income and tax payable, respectively. For example, the full amount of any contributions to a "registered retirement savings plan" may be deducted from income to a maximum of either $7,500 or 20% of earned income, whichever is less. An Alberta tax credit of up to 30% of an investment in shares in a corporation eligible under the provisions of the Alberta Stock Savings Plan is also available.

There are tax incentives associated with investing. For example, investment tax credits are available for purchases of qualifying buildings, machinery and equipment, to be used in Canada for activities such as farming, fishing, logging or manufacturing.

For further information contact:

Finance Development Sector
Business Finance Development
Alberta Economic Development & Trade
7th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6
Phone: (403) 422-5025

COMPARATIVE LIVING COST SUMMARY

COMPARISON OF PROVINCIAL TAXES PAYABLE, 1988

	B.C.	Alta.	Sask.	Man.	Ont.	Que.	N.S.
Provincial Taxes Payable (a)	$4,397	$3,297	$4,244	$4,763	$4,675	$4,634	$4,250

(a) Based on one-income family of four with a gross annual income of $40,000. Includes provincial personal income tax, sales tax, health care insurance premiums, tobacco tax, fuel tax, and hotel room tax. Rates as of December 1, 1988.

Source: Alberta Treasury

HOUSE PAYMENTS AND PROPERTY TAXES - DETACHED BUNGALOW

	Montreal Longueuil	Ottawa Western	Toronto Mississauga	Winnipeg St. James Assiniboia	Edmonton West End	Vancouver Burnaby
Average Selling Price July 1988	$101,000	$139,000	$245,000	$103,000	$89,000	$205,000
Down Payment	30,000	30,000	30,000	30,000	30,000	30,000
Mortgage @ 12% 25 Years	71,000	109,000	215,000	73,000	59,000	175,000
Principal, Int. Payments	8,793	13,499	26,626	9,040	7,307	21,672
Property Taxes	1,820	1,850	1,900	2,000	1,400	1,700
Annual Cost	**10,613**	**15,349**	**28,526**	**11,040**	**8,707**	**23,372**

SOURCE: Royal LePage - Survey of House Prices, 1989

AVERAGE FAMILY INCOME AND CONSUMER EXPENDITURES - 1987

	Montreal	Ottawa	Toronto	Winnipeg	Edmonton	Vancouver
Average Family Income Before Tax (Provincial Average)	40,113	48,967	48,967	39,709	44,388	42,639
Consumer Expenditures						
Food	5,685	5,638	6,068	4,965	5,454	5,615
Housing	9,059	11,358	11,173	8,439	9,375	8,366
Clothing	2,415	2,898	2,984	2,044	2,458	2,233
Transportation	4,371	5,658	5,914	4,410	5,658	4,761
Health and Personal Care	1,386	1,837	1,625	1,251	1,533	1,414
Recreation Reading and Education	2,124	2,918	3,015	2,473	2,734	2,804
Tobacco Products and Alcoholic Beverage	1,416	1,348	1,301	1,266	1,196	1,200
Other	846	1,032	1,008	954	1,036	1,081
Total Consumer Expenditures	**27,302**	**32,687**	**33,088**	**25,801**	**29,470**	**27,974**

Source: Family Expenditure in Canada, Selected Cities, 1986 (Catalogue 62-555)
Income Distribution by Size in Canada, 1987 (Catalogue 13-207)

Figures were updated to 1987 by Economic Development & Trade based on Statistics Canada Consumer Price Index for selected cities (1986/87).

NATURAL GAS COSTS

The table below illustrates the average industrial/commercial natural gas utility rates in major Canadian cities.

City	Average Industrial/Commercial Rate $/gigajoule
Edmonton	1.97
Vancouver	3.78
Winnipeg	3.00
Toronto	3.22
Quebec	4.67
Regina	2.89

Based on a monthly consumption of 4,000 gigajoules (3,793 Mcf), 85% of contract demand.

SOURCE: Canadian Energy Pricing News, June 1989.

RESEARCH AND DEVELOPMENT TAX INCENTIVES

Companies or individuals which conduct scientific research and experimental development qualify for special tax treatment. Qualifying expenditures for R & D, net of any government or non-government assistance, are claimed under the category of special investment tax credits (ITC).

To qualify for tax benefits, the R & D expenditures must relate to scientific research, which is defined as a "systematic investigation or search carried out in a field of science or technology by means of experiment or analysis". The definition is broken down into three areas:

Basic Research - work undertaken for the advancement of scientific knowledge without a specific practical application in view.

Applied Research - work undertaken for the advancement of scientific knowledge with a specific practical application in view.

Development - the use of the results of basic or applied research for the purpose of creating new, or improving existing materials, devices, products, or processes. Routine engineering or routine development does not qualify as R & D.

Revenue Canada, Taxation, has published an information circular (No. 86-4) that provides a detailed guide to the identification of eligible R & D expenditures. Also relevant to the determination of qualifying R & D expenditures are the bulletins "Scientific Research Expenditures and Allowance" (IT-151R2) and "Investment Tax Credit" (IT-331R).

TAX BENEFITS - THE RESEARCH CORPORATION

Immediate Write-Offs (Expenditures in and outside Canada) - Specifically defined R & D expenditures made in Canada in respect of both a current and a capital nature (excluding expenditures for land) may be deducted in the year incurred.

The rules regarding scientific research expenditures made outside Canada are much more stringent than those incurred domestically. These expenditures can only be deducted by a taxpayer carrying on business in Canada under a number of conditions.

Investment Tax Credit Most R & D expenditures of a current and capital nature qualify for the investment tax credit. The credit is calculated as a percentage of the qualified expenditures and is applied directly to reduce federal taxes payable from all sources of income.

Manufacturing and Processing Profits Deduction (M & P) R & D costs incurred directly by a corporation, i.e., the corporation performs the R & D either itself or through a joint venture arrangement, are included in the calculations for the M & P tax credit, which reduces corporate tax payable. This credit is computed by means of a complex formula.

Government Assistance A number of grants are available for R & D from the Federal Government and from many provincial governments. It is important to note that government grants effectively reduce deductible R & D expenditures on a dollar-for-dollar basis when immediate write-offs are claimed. However, the grants do not reduce the amount eligible for investment tax credits or for designation for the Scientific Research Tax Credit (SRTC) or the Share Purchase Tax Credit (SPTC).

A summary of the major federal government program, Industrial Research and Assistance Program, can be found on page 30.

TAX BENEFITS - THE INVESTOR

There are also various tax shelters available to investors. These include partnerships and joint ventures and a number of flow-through tax credit securities, which research corporations are offering to investors.

Limited Partnerships and Joint Ventures - All taxpayers who invest directly or indirectly in an R & D project are entitled to immediate tax deductions for the full amount of their share of the qualified expenditures incurred under the R & D project. Most R & D ventures will be structured so that a substantial portion of the amount invested is fully deductible in the year the investment is made. This type of investing does not include investing in shares or debt of the research corporation.

Scientific Research Tax Credit (SRTC) - Under the Scientific Tax Credit (SRTC) mechanism, the R & D corporation issues shares, debt or royalty interests at a set amount. The first registered individual holding the financing vehicle, other than a broker or dealer, is entitled to a special scientific research tax credit equal to about 50% (depending on the province of residence) of the amount designated by the R & D company. Corporations investing in SRTC investments receive a flat 50% credit against Federal taxes. The amount designated can, and often will, be the price paid for the shares. However, the amount eligible to be designated must be reduced by provincial grants received on the shares.

Since the incentive is in the form of a tax credit, individual investors in lower tax brackets will benefit the same as those in higher tax brackets.

Share Purchase Tax Credit (SPTC) - Under the Share Purchase Tax Credit (SPTC) mechanism, an investor will purchase qualifying shares and receive a tax credit of up to 25% of the amount of the purchase price of the shares against his Federal taxes payable. Both the SRTC and SPTC credits reduce the cost of the investment on a dollar-for-dollar basis.

Those wishing to proceed with R & D programs or offerings to the public will require the services of professional tax and legal advisors to ensure project eligibility and to assess the associated income tax aspects.

To acquire interpretation bulletins or for other questions, contact:

Revenue Canada, Taxation
Information Services
875 Heron Road
Ottawa, Canada
K1A 0L8
Telephone: (613) 598-2275.

SOURCE: Deloitte Haskins & Sells; Business Finance Development, Alberta Economic Development and Trade.

SELECT FEDERAL GOVERNMENT PROGRAMS AND SERVICES

WESTERN DIVERSIFICATION PROGRAM

The Western Diversification Program (WDP) was established by the Federal Government in August 1987 under the new Department of Western Economic Diversification (WED). This program is designed to assist projects of strategic importance to Western Canada which would otherwise not proceed without support. Program funding is based on a project's individual merits. To be considered for assistance, the following principles are applied:

- the proposal must contribute to the diversification and development of the West's economy;
- the WDP will not duplicate or replace existing federal programs, and applications will be directed first to other available departments and programs for financial assistance;
- maximum flexibility will be retained in structuring the way in which assistance is provided, although equity positions will not be contemplated;
- the form of assistance can range from loan guarantees and interest rate buydowns, to non-repayable contributions, or some combination of these and other vehicles;
- there is only one region - Western Canada - with no tiering or differentiation in assistance by geographic region; and
- projects in the not-for-profit category, such as centres for excellence, or assistance to industry associations for marketing and promotion purposes, will be considered for assistance of up to 90% of project costs.

The Western Diversification Program is particularly targeted towards projects that involve new products, new markets and new technologies, including import replacements and industry-wide productivity enhancements. CONTACT: Department of Western Economic Diversification, Ste. 604, 10179-105 Street, Edmonton Alberta, T5J 3N1, 495-4164.

BUSINESS INFORMATION CENTRES (Federal Business Development Bank)

Business Information Centres provide a regional source of information on all federal and provincial government programs and services available to Canadian business and industry. Each centre is staffed with trained personnel who can either provide immediate answers to enquiries or arrange to have an appropriate official provide the required information. There are ten Business Information Centres in Canada, with one in each province. A toll free information "hot-line" connects the business community with the nearest centre. That toll free number is 1-800-661-3977. In Edmonton, phone 495-2952.

CANADIAN INTERNATIONAL DEVELOPMENT AGENCY (CIDA) - INDUSTRIAL COOPERATION PROGRAM

The purpose of this program is to stimulate increased participation by the Canadian private sector in the industrial development and growth of developing countries through joint ventures and other forms of business collaboration which provide benefits to both Canada and the developing countries. The program provides support for starter studies and for viability studies. Starter studies are preliminary analyses of opportunities and viability studies are in-depth analyses of project possibilities designed to lead directly to investment decisions. (Industrial Cooperation Division, CIDA, Place du Centre, 200 Promenade du Portage, Hull, Quebec, K1A 0G4, (819) 997-5456).

COUNSELLING ASSISTANCE FOR SMALL ENTERPRISE (CASE)

CASE is a management counselling service which assists owners and managers of business enterprises, particularly those of small size, to improve their methods of doing business. Retired business persons perform the counselling services.

The only cost is a nominal daily fee for each counsellor assigned. Eligibility: any proprietorship, partnership, or limited company conducting virtually any type of business enterprise in Canada can apply, providing that the enterprise does not have more than 75 full time employees and has had prior discussions of its problems with its appropriate business advisor. (Federal Business Development Bank, 606 Metropolitan Plaza, 10303 Jasper Avenue, Edmonton, Alberta T5J 3N6 (403) 495-2277).

DEFENCE INDUSTRY PRODUCTIVITY PROGRAM (DIP)

The purpose of the Defence Industry Productivity Program is to assist, develop, and sustain technological capability of Canadian industry primarily for the purpose of defence export sales, and also for civil export sales resulting from this capability and sales to the Department of National Defence. Type of assistance available:

(a) **Research and Development** - research and development of defence-related products and for sustaining the associated technology base;

(b) **Capital Projects** - for support in the acquisition of advanced equipment intended to upgrade manufacturing capability;

(c) **Source Establishment Projects** - to share costs such as preproduction expenses, special purpose equipment, and trial production runs associated with the establishment of a Canadian company as a qualified supplier of defence or defence-related products; and

(d) **Marketing Feasibility Studies** - towards the cost of marketing feasibility studies to establish the specifications and characteristics of a product required in defence or defence-related export markets.

Eligibility: Any individual, partnership, association, institution or corporate body involved in a project related to the development, manufacture or support of defence-related products. (Defence Industry Productivity Program, Department of Regional Economic Expansion, 235 Queen Street, Ottawa, Ontario K1A OH5; Manager, Industry Development, The Cornerpoint Building, 5th Flr., 10179 - 105 Street, Edmonton, Alberta T5J 3S3 (403) 420-2944).

DRAWBACKS - NATIONAL REVENUE - CUSTOMS & EXCISE

The most direct method Customs and Excise has of financially assisting Canadian businessmen is through the payment of customs drawbacks.

This is a program whereby customs duty and taxes are returned on certain imported products that have been used or disposed of in a manner that qualifies them under any of the areas of drawback. The customs drawback program would mainly be of interest to Canadian businessmen who import goods and materials to be further manufactured and exported. Eligibility: the possibility of a business qualifying for drawback should be discussed with a member of Customs and Excise. (Chief, Drawbacks, Remissions and Refunds Unit, Custom and Excise, Box 2910, 220 - 4th Avenue SE, Calgary, Alberta (403) 292-4637 or 292-4622).

EXPORT DEVELOPMENT CORPORATION

Canadian firms of any size can insure their export sales against non-payment by foreign buyers. EDC normally assumes 90% of the commercial and political risks involving insolvency or default by the buyer as well as blockage of funds, war or rebellion, cancellation of import licenses, and the like, in a foreign country, and cancellation of export permits in Canada. Insurance is available to cover sales of general commodities and services normally made on short credit terms of up to 180 days and capital goods and services, normally made on medium term credit of up to five years. Eligibility: any person operating a business in Canada and exporting Canadian goods and/or services from Canada.

EDC arranges medium and long term loans, either by separate loan agreements or by lines of credit with financial institutions or government agencies in the buyer's country. Funds are paid directly to Canadian exporters, in effect providing the exporter with cash sales. In order to assist smaller capital goods exports requiring medium term credit, EDC is prepared to discount promissory notes, in a form acceptable to EDC, received by Canadian exporters from their foreign customers.

This facility is available where competitive conditions make it impossible to conclude the transaction with normal bank financing. EDC cooperates with banks and other financial institutions, in the form of parallel loans, co-lending and participation in EDC loans. EDC may also provide a loan guarantee to a bank or other financial institution which provides a loan to a foreign buyer of Canadian capital goods or services.

More specifically, the EDC:

- provides 100% unconditional guarantees to banks that provide performance and bid-related securities in the form of an irrevocable letter of credit in favour of the buyer. Eligibility: exporters.

- issues 100% unconditional guarantees to banks and other lenders who provide non-recourse financing in respect to an EDC insured sale of capital goods (supplier credit), or who make loans to buyers of Canadian capital goods and services (buyer credit). Eligibility: exporters.

- provides insurance to cover failure of a buyer/borrower to authorize EDC to disburse loan funds in payment for goods produced or services rendered. Eligibility: exporters, suppliers, all related industries.

- provides insurance to cover a portion of the risk assumed by a domestic surety company providing a performance bond to a foreign buyer. Eligibility: exporters, lending institutions, related industries.

Eligibility: EDC considers all projects which, on their own merits and within internationally accepted practices, normally justify medium and long term loans and provide significant benefits to Canada.

Contact: Mr. Walter Hutchings,
General Manager, Prairie and Northern Region
Suite #2140, Bow Valley Square #3,
255 - 5th Avenue SW
Calgary, Alberta T2P 3G6
(403) 294-0928

FEDERAL BUSINESS DEVELOPMENT BANK

Extends financial assistance to new or existing businesses in Canada through loan guarantees, equity financing and leasing, and assists management development through advice seminars in rural centres, conferences and training courses. Information Services publishes and distributes booklets on a wide range of topics pertaining to small business, distributes bulletins on business developments and maintains reference libraries at branch offices with a variety of publications on small business management (see also Counselling Assistance to Small Enterprises (CASE)).

Eligibility: most Canadian companies, particularly small business. (Federal Business Development Bank, 606 Metropolitan Plaza, 10303 Jasper Avenue, Edmonton, Alberta T5J 3N6 (403) 495-2277. FBDB, Calgary, #1900 - 500 - 4th Avenue S.W. Calgary, Alberta, T2P 2V6 (403) 292-5000).

INDUSTRIAL RESEARCH ASSISTANCE PROGRAM

IRAP is a National Research Council program established by the federal government to further Canada's economic development. IRAP encourages research and development and increased utilization of science and technology. There are several elements to this program including salary support for companies that hire science and engineering students. (CONTACT: Mr. A.W. Gilliland, IRAP Alberta Coordinator, 250 Karl Clark Road, P.O. Box 8330, Station F, Edmonton, Alberta, T6H 5X2, (403) 450-5221).

INTERNATIONAL INVESTMENT PROGRAM

This program is administered by the Department of External Affairs, through 45 posts in 23 countries. These IDP posts are located mainly in Western industrialized countries with emphasis on the United States, Europe and Japan. Investment promotion activities include initiating and organizing seminars in the post of territory, missions to and from Canada, visits to Canada of prospective investors, advertising campaigns and a wide variety of related projects. (CONTACT: Investment Department Division, Department of External Affairs, Lester B. Pearson Building, Ottawa, Ontario K1A 0G2, (613) 996-9134).

NATIONAL RESEARCH COUNCIL

The National Research Council has laboratories across the country that are organized along multi-disciplinary lines aimed at particular areas of application. Research is undertaken in areas such as biological systems and processes; the performance of machines and mechanical structures; control systems and automated processes. The NRC also administers extensive programs of financial and technical support for industry. (National Research Council, Administration Building, Montreal Road, Ottawa, Ontario, K1A 0R6, (613) 993-9101).

PROGRAM FOR EXPORT MARKET DEVELOPMENT (PEMD)

PEMD is designed to encourage established Canadian firms to enter new export markets and accept new competitive risks in existing export market areas. It accomplishes this by sharing with Canadian businesses the costs, and therefore the risk, of export marketing activities that a business would not, or could not, normally undertake on its own. PEMD encourages Canadian businesses that have not previously been involved in exporting to become exporters, and encourages existing Canadian exporters to enter new geographic and product markets.

PEMD aims to facilitate export sales through visits, trade missions, and trade fairs, bidding on specific foreign projects, and establishing export consortia and permanent sales offices in existing export markets. It offers assistance for both government-initiated and industry-initiated activities.

Eligibility: All PEMD activities must be commercially oriented, focusing on generating sales. For those activities that are initiated by industry, as opposed to government, the assistance provided is repayable if export sales result.

PEMD assistance is dependent upon availability of funds.

Before a business can be considered for PEMD assistance, it must be one of the following:

- an incorporated business (this includes trading houses and cooperatives);
- a firm of professionals, such as architects or engineers; and
- a national non-profit, non-sales trade organization or association.

(Industry, Science & Technology Canada, 5th Flr., The Cornerpoint Building, 10179 - 105 St., Edmonton, Alberta, T5J 3S3, (403) 495-2944.)

BUSINESS IMPROVEMENT LOANS

The Small Business Loans Act (SBLA) is designed to help new and existing small business enterprises to obtain intermediate term loans from chartered banks and other designated lenders to help finance specified fixed asset needs.

These loans are made directly by approved lenders to small business enterprises with the SBLA providing for loss-sharing arrangements between the lenders and the Federal Government.

Business improvement loans up to $100,000 are available for the purpose of financing:

(1) purchase of land necessary for operation (up to 90% of land and premises);
(2) renovation, improvement, modernization and/or extension of premises;
(3) construction and/or purchase of premises; and
(4) purchase, installation, renovation, improvement and/or modernization of equipment (up to 80% of equipment costs).

All business improvement loans must be secured and the maximum period over which a business improvement loan may be repaid is not to exceed ten years.

Application forms for business improvement loans are available from all chartered banks and Alberta Treasury Branches, as well as credit unions, trust companies, loan companies, and insurance companies which have applied for and received designation as a bank for the purposes of the SBLA.

(Industry, Science & Technology Canada, 5th Flr., The Cornerpoint Building, 10179 - 105 St., Edmonton, Alberta, T5J 3S3, (403) 495-4782, Calgary Office: #630, 220 - 4th Avenue, S.E., Calgary, Alberta, T2P 3C3, (403) 292-4575, or any chartered bank.)

SPECIAL INVESTMENT TAX CREDIT PROGRAM

This is a federal program initially established in 1980 to promote investment in areas across Canada adversely affected by economic disparities. These areas are selected by the Federal Government on the basis of census divisions containing the 5 percent of the population suffering most from high unemployment and low per capita income. In Alberta, this program only applies in the Peace River region (Census Divisions 17, 18, 19), excluding the City of Grande Prairie.

All manufacturing and processing activities, as defined under the Regional Development Incentives Act, are eligible providing they are located within the specially designated areas. There is no project size limit, and the project can be a new facility, an expansion, or a modernization. Depreciable assets that meet the criteria of the Income Tax Act, such as buildings, machinery and equipment, are eligible if used primarily in manufacturing or processing.

The investment tax credit of 40 percent applies to the eligible costs of assets.

In any one year, the tax credit cannot exceed the lesser of:

- 40 percent of eligible capital costs incurred, or
- $15,000 plus one half of your remaining federal tax payable.

No prior approval of projects is required and the credit is automatic. The company simply claims the credit on the income tax return. If Revenue Canada requires verification of the eligibility of the activity, the Department of Regional Industrial Expansion will supply it.

STATISTICS CANADA

Statistics Canada has a national responsibility for collection and publishing statistical information needed by governments, industry, and the general public to understand Canadian social and economic conditions. A free catalogue listing its publications is available upon request. (Statistics Canada, 8th floor, Park Square, 10001 Bellamy Hill, Edmonton, Alberta T5J 3B6 (403) 495-3027. Throughout Alberta the Edmonton office can be reached free of charge at 1-800-282-3907).

TECHNOLOGY INFLOW PROGRAM

The Technology Inflow Program (TIP) seeks to facilitate the flow of foreign technology to Canada. Proposals for financial support are submitted from individuals or organizations in the private sector, as well as from provincial governments, universities, and federal departments and agencies. Proposals must have technical merit and the potential to obtain technology that will produce economic benefit for Canada. Financial assistance is usually in the form of travel costs, living expenses and, in special cases, salaries of foreign experts working in Canada. TIP staff working in Canadian embassies abroad will respond to requests for information on foreign technology, and assist in identification of sources of that technology. CONTACT: Manager, TIP Program, Department of External Affairs, 125 Sussex Drive, Ottawa, Ontario K1A 0G2, (613) 996-0971.

SELECT ALBERTA GOVERNMENT PROGRAMS AND SERVICES

GENERAL ASSISTANCE PROGRAMS & SERVICES

THE ALBERTA BUREAU OF STATISTICS

The Alberta Bureau of Statistics is responsible for providing statistical information on economic and social conditions in the province. It collects, compiles, analyzes and publishes information on business, labour, economics, industry, government administration, and other key areas. Births, marriages and deaths are registered by the Vital Statistics Division. (Alberta Bureau of Statistics, Information Services, 7th Flr., Administration Building, 10820 - 98 Avenue, Edmonton, Alberta T5K OC8 (403) 427-3058). Vital Statistics, 4th Flr., 10405 - 100 Avenue, Edmonton, Alberta T5J OA6 (403) 427-5857).

ALBERTA INTERMODAL SERVICES (AIS)

Alberta Intermodal Services Limited (AIS) was established in 1986 by the Alberta Government. Its purpose is to provide Alberta exporters and importers with low inland transportation costs to and from the West Coast. AIS co-ordinates the movement of containers through the CP Rail system and through private truckers which transports to and from AIS facilities. AIS has marketing offices and storage yards located in Edmonton, Calgary, and Vancouver. CONTACT: President, Alberta Intermodal Services (403) 234-7505.

ALBERTA OPPORTUNITY COMPANY (AOC)

Alberta Opportunity Company is a Crown Corporation intended to stimulate the establishment of new businesses and to assist in the expansion of existing enterprises. The Company may make loans, or guarantee loans of other lenders, and provide management counselling or other specialized services. AOC only lends money when conventional financing is not readily available. Emphasis is placed on Albertan-owned enterprises, small businesses, job-creating projects, and on businesses in smaller population centres. AOC now is also able to make investments on an equity basis in certain areas (manufacturing, tourism and some advanced technology companies). CONTACT: President, AOC (403) 421-7979.

ALBERTA PHYSICAL DISTRIBUTION PROGRAM

The Alberta Physical Distribution Program has been established to assist Alberta firms, businesses and associations involved in the movement, handling and storage of goods. The program is intended to create an awareness within Alberta companies of the benefits accruing from improved physical distribution practices and to provide assistance to firms implementing physical distribution improvements within their organizations. CONTACT: Director, Physical Distribution Program, Alberta Economic Development and Trade (403) 427-0743.

ALBERTA SMALL BUSINESS INCUBATOR SUPPORT PROGRAM

The Alberta Small Business Incubator Support Program assists communities with the development and initial operation of small business incubators that provide new enterprises with common space, shared services, access to business counselling and access to financing for a limited period of time. Funding is available on a 50-50 cost-shared basis for the purpose of conducting a market assessment, developing a business plan and off-setting the incubator's annual operating deficits over three years. CONTACT: Program Administrator, Small Business Incubator Program; Alberta Economic Development and Trade (403) 427-5267

ALBERTA STOCK SAVINGS PLAN (ASSP)

The Alberta Stock Savings Plan is intended to stimulate the provision of equity capital for new and growing Alberta companies through attracting new investors to the equity market. The ASSP is an investment vehicle that benefits investors by entitling them to a credit against Alberta tax payable, based on the purchase of eligible shares listed on the Alberta Stock Exchange. CONTACT: Director, Corporate Tax Administration, Alberta Treasury, (403) 427-0712.

ALBERTA SMALL BUSINESS INTEREST SHIELDING PROGRAM

The Alberta Small Business Interest Shielding Program provides a measure of relief to businesses and farms in the event of further increases in interest rates. A maximum of a $100,000 loan and a minimum of $5,000 loan for each business, farm, or group of associated businesses and farms are eligible for shielding. For non-farm businesses, the Program shields the interest rate on any existing and new loans that were made for the purpose of generating active business income. The shielding for farm business is the same as non-farm business except it is limited to operating loans. CONTACT: Director, Alberta Small Business Capital Loan Guarantee and Interest Shielding Programs; Alberta Economic Development & Trade, (403) 422-5155 or 1-800-642-3815 in all other areas in Alberta.

ALBERTA CAPITAL LOAN GUARANTEE PROGRAM

The Alberta Capital Loan Guarantee Program enhances small businesses access to credit by providing partial guarantees to lenders. The provincial guarantee will help to improve the availability of credit to expanding and emerging Alberta Small Businesses. Eligible loans, include new loans for the construction, acquisition, and improvement of fixed assets, and to provide additional working capital. The Program will be available for two years subject to an aggregate of $200 million in loan guarantees. CONTACT: Director, Alberta Small Business Capital Loan Guarantee and Interest Shielding Programs (403) 422-5155 or 1-800-642-3815 in all other areas in Alberta.

BUSINESS COUNSELLING SERVICES

Counselling services are available throughout the Province from experienced business analysts and business development representatives. Merchandising, marketing, financing and manufacturing are a few of the many areas for which specialized counselling services are offered. CONTACT: Executive Director, Business Counselling and Development Branch, Alberta Economic Development & Trade, (403) 427-3685.

BUSINESS LINE

The "Business Line" is manned by professional staff who will answer general questions on all aspects of business including financing, marketing, manufacturing, and business programs that are available. If callers require additional information, the operators will refer them to the department's business counsellors or the appropriate government department or business organization. Businesses can access the line by dialing toll-free 1-800-272-9675 or 422-9494 in Edmonton.

BUSINESS OPPORTUNITY SOURCING SYSTEM (BOSS)

Business Opportunity Sourcing System is a computer based data system developed to promote Canadian business, its products and services, by making this information known to all Canada's trade commissioners abroad and other federal and provincial industry officers across Canada. BOSS is also used as an information source for the production of appropriate Industry, Science and Technology Canada (ISTC) directories which are frequently the principal reference services. To be included in these directories, businesses should apply to ISTC. (Industry, Science and Technology Canada, Corporate Systems Branch, 235 Queen Street, Ottawa, Ontario K1A 0H5 (613) 992-9128) or (EDP Systems, Alberta Economic Development & Trade, 8th Flr., Sterling Place, 9940 - 106 Street, Edmonton, Alberta T5K 2P6 (403) 427-0675).

BUSINESS SITE LOCATIONS PROGRAM

Upon receiving specific site requirements, the Business Locations Staff assist companies through the site selection process. This program has been designed to enable businesses to effectively consider the comparative advantages of suitable locations within Alberta. CONTACT: Manager, Business Locations, Alberta Economic Development & Trade, (403) 427-2005.

CANADA/ALBERTA NORTHERN DEVELOPMENT AGREEMENT

This is a $40 million cost-shared agreement between Alberta and the Federal Government that is intended to encourage greater economic development in Northern Alberta. The agreement has three major program elements that provides assistance to businesses and community organizations for the following: industrial and business development; human resource development; and community and regional infrastructure development. This is a five year agreement that expires March 31, 1991. This Agreement is administered by the Northern Development Branch of the Northern Alberta Development Council (NADC). CONTACT: Director, Canada/Alberta Northern Development Agreement (403) 624-6276, Peace River; toll free, 1-800-362-1352.

COMMUNITY PROFILES

For rural location assistance, detailed community profiles are available which contain information on population, locations, transportation facilities, industrial land, utilities, building permits and other useful data. These profiles can be obtained from the Small Business and Industry Development Division, Alberta Economic Development and Trade, (403) 427-5267.

EXPORT SERVICES SUPPORT PROGRAM

The Export Services Support Program is intended to encourage Alberta businesses to aggressively pursue specific projects outside of Alberta by financially assisting feasibility and other relevant studies that could eventually lead to contracts for Alberta goods and services. This $7 million program assists Alberta based firms to participate in areas of design, engineering, construction and manufacturing that could not otherwise be undertaken. Assistance will be provided by funding 50% of approved front-end costs to a maximum of $150,000 for each project, with a $500,000 ceiling for any one applicant at any one time. CONTACT: Executive Director, Business Finance Development, Alberta Economic Development & Trade (403) 427-0667.

EXPORT TRADE READINESS FOR ALBERTA (EXTRA)

EXTRA is administered through local chambers of commerce and trade associations. The program provides a team of professional management consultants to work with businesses. The consultants meet with companies on an individual basis to:

- explain ways to expand a company's present export capabilities
- explain ways to prepare a business for exporting
- help in understanding procedures used in exporting
- help in developing marketing strategies.

The private management consultants are hired by Alberta Economic Development and Trade to work with companies to become export-ready or to expand export capability. CONTACT: Small Business and Industry Division, Alberta Economic Development and Trade (403) 427-3685.

NEW EXPORTERS TO UNITED STATES SOUTH (NEXUS)

NEXUS is a joint federal/provincial initiative offered by Alberta Economic Development and Trade and the Government of Canada. The program usually takes the form of a three-day trip to the new market area. These trips are organized around trade fairs, trade marts, or solo shows of Alberta companies involving seminars, workshops, and individual programs. Special emphasis is placed on identifying market characteristics, emerging trends, and the financial and legal aspects of exporting. The Program also seeks to assist Alberta companies in accessing the distribution network of the area, and in gaining sales exposure in the new markets. CONTACT: Let's Talk Trade, Alberta Economic Development and Trade (403) 427-4809

TRANSPORTATION EXPORT SERVICES FOR TRADE (TEST)

As part of the Let's Talk Trade Program, this service is designed to assist companies interested in expanding into the U.S. market by identifying transportation options which allow exporting with a minimum of complications. The service helps companies understand transportation arrangements, overall distribution procedures, warehousing, and customs clearance. The Transportation Services Branch of Economic Development and Trade provides assistance through workshops and consulting services by providing rate information and services and by contacting carriers, freight forwarders, customs brokers and 3rd party transport and trade experts. CONTACT: Let's Talk Trade, Alberta Economic Development and Trade (403) 427-4809

NEW EXPORTERS TO BORDER STATES (NEBS)

The New Exporters to Border States Program offers businesses information on the essentials of exporting, and is aimed at educating exporters in marketing their products and services to border and near-border states in the United States. The program organizes on-the-spot seminars for Alberta businesses in Canadian consulates in specific states. Topics range from pricing and promotion to customs clearance and collections. Contact Alberta Economic Development and Trade at (403) 427-4809, or Industry, Science & Technology Canada at (403) 420-2944.

LOAN GUARANTEE PROGRAM FOR ALBERTA EXPORTERS

The Loan Guarantee Program for Alberta Exporters provides support to Alberta based businesses that are involved or intend to be involved in the export of their manufactured products outside of Alberta. The objective is to increase the financing available to Alberta based manufacturers, by guaranteeing loans made by chartered banks and Treasury Branches to a maximum of $5 million, providing such loans relate to specific export contracts or orders. CONTACT: Executive Director, Business Finance Development, Alberta Economic Development & Trade (403) 427-0667.

MANAGEMENT ASSISTANCE PROGRAM (MAP)

The Management Assistance Program provides funding to Chambers of Commerce or other local organizations interested in upgrading the management skills of small businesses in their communities. To qualify, these organizations must have a minimum of 20 small businesses per session. The program retains management consultants to work with individual firms over a five-month period. Each business receives approximately 8 to 10 hours of consulting time which can be used to review systems, finances, marketing or other areas. Counselling is strictly confidential and available to owner operators for a nominal fee. CONTACT: Executive Director, Business Counselling and Development Branch, Alberta Economic Development and Trade, (403) 427-3685.

MANUFACTURING AND PROCESSING INCOME TAX RATES

Alberta's tax rates on manufacturing and processing income are among the lowest in Canada. The general corporate tax rate of 9% is applied to all manufacturing and processing income earned in Alberta. The small business tax rate of 0% is applied to companies with manufacturing and processing income earned in Alberta.

MARKET DEVELOPMENT ASSISTANCE PROGRAM (MDAP)

The Market Development Assistance Program (MDAP) can provide assistance to Alberta businesses that are interested in enhancing their export potential. Eligible companies can receive financial assistance to cover a portion of the costs incurred for market identification trips, out of province trade fairs and exhibitions, incoming buyer visits, and outgoing sales trips. The total value of grants allowed per applicant company within any fiscal year is $5000 maximum. The program has been established by Alberta Economic Development & Trade to supplement the Federal Program for Export Market Development (PEMD). Applicants are asked to apply under PEMD before considering application to MDAP. CONTACT: Assistant Deputy Minister, Trade & Investment Division, Alberta Economic Development & Trade (403) 427-4809.

PRODUCT DEVELOPMENT PROGRAM

The Product Development Program is intended to assist Alberta manufacturers who want to improve the design and quality of their existing products or develop new and innovative products. This program can enable proposals to recover as much as 75% of the eligible costs of product development to a maximum of $30,000 per project. The program is sponsored by Alberta Economic Development and Trade. CONTACT: Executive Director, Industry Development Branch, Alberta Economic Development & Trade (403) 427-2005.

SMALL BUSINESS CORPORATE INCOME TAX REDUCTION

The Small Business Corporate Income Tax Reduction provides a 10 percentage point reduction in Alberta corporate income tax rate on the first $200,000 of active business income earned by a Canadian-controlled private corporation. For 1988, the Alberta corporate tax rate on this income is reduced to 5 per cent. The program is aimed at diversification by allowing for the development and growth of small incorporated businesses in Alberta.

VENCAP EQUITIES LTD.

Vencap Equities Alberta Limited is a publicly owned venture capital company capitalized at $227 million It provides equity financing to businesses with the potential to contribute to Alberta's economic development and diversification. Investments of any size are considered - currently more than 20 per cent of Vencap's investments are of the early stage or seed variety. Funding is provided to all sectors except real-estate development and oil-and-gas exploration and development. Vencap Medical Ventures, a new investment division, provides equity funding and business expertise for emerging health care technologies. The focus is on low-cost medical devices and equipment. CONTACT: President, Vencap Equities Ltd. (403) 420-1171.

TRAINING AND EMPLOYMENT PROGRAMS

Alberta Career Development and Employment regularly identifies key labour market issues and develops programmatic responses if required. In addition to the following existing programs, a program to address skill shortages is currently being developed.

ALBERTA TRAINING PROGRAM (ATP)

The Alberta Training Program provides financial incentives to private sector employers for the training and skill development of their employees in order to upgrade the quality of Alberta's workforce. The training must be full-time and may be on-the-job, in a classroom setting, or a combination of both. Qualified employers may be reimbursed a daily training allowance of $25 per trainee and up to 50% of tuition, or instructional costs to a maximum of $500 per employee. The period of funding will vary depending on occupation or skill level of the employee or training plan. CONTACT: Manager, Program Delivery, Alberta Career Development and Employment, (403) 422-0046.

ALBERTA YOUTH EMPLOYMENT AND TRAINING PROGRAM (AYETP)

The Alberta Youth Employment & Training Program has two elements: Youth Work Experience and Training, and Post Secondary Internship and Training. The Youth Work Experience and Training element provides wage and training subsidies to assist young Albertans in obtaining work experience. The program also includes a career counselling component. The Post-Secondary Internship and Training element provides wage and training subsidies to assist recent post-secondary graduates in obtaining full-time employment related to their field of study or level of education. Eligible employers may qualify for wage subsidies for up to six months. CONTACT: Manager, Program Delivery, Alberta Career Development and Employment, (403) 422-0046.

EMPLOYMENT ALTERNATIVES PROGRAM (EAP)

The Employment Alternatives Program funds private sector employers who provide full-time jobs for social assistance recipients and individuals whose unemployment insurance benefits have run out within the last year. Eligible employers may receive wage subsidies and training allowances for a maximum period of six months. CONTACT: Manager, Program Delivery, Alberta Career Development and Employment, (403) 422-0046.

ALBERTA INTERNATIONAL MARKETING EMPLOYMENT PROGRAM

The Alberta International Marketing Employment Program provides salary subsidies and international travel grants to create full-time jobs and skill development opportunities in the field of international marketing. Eligible employers include those who wish to expand their current international marketing operations or who demonstrate the potential for establishing international export market activities. Private sector employers may qualify for wage subsidies of 50% of an employee's salary to a maximum of $15,000. Programs must cover a period of one year to a maximum of two years. In addition, employers may qualify for up to $3,000 to cover international travel and accommodation costs. CONTACT: Program Coordinator, Alberta Career Development and Employment, (403) 422-0512.

TAILOR-MADE TRAINING PROGRAM

The Tailor-Made Training Program is designed to assist firms wishing to adopt new technologies or develop new products. Under this program, a training program can be tailored to fit the special needs or goals of a particular company. This program affords maximum flexibility to private sector employers wishing to launch new ventures or expand existing businesses. Funding may be provided to firms for up to 75% of training costs. CONTACT: Manager, Program Delivery, Alberta Career Development and Employment, (403) 422-0046.

APPRENTICESHIP AND TRADE CERTIFICATION PROGRAMS

Apprenticeship is a training system which leads to journeyman certification in a trade. Under the **Apprenticeship Training Program,** apprentices are indentured to an employer while learning a trade. The apprenticeship training consists of three to four periods for most trades, with each period comprising three to twelve weeks of classroom technical training and forty to forty-nine weeks of on-the-job learning. Apprenticeship training is a compulsory route to becoming certified as a journeyman in forty-eight of Alberta's fifty-two designated trades. The **Journeyman Certification Program** provides for the issuance of certificates to qualifying candidates.

Development of standards of proficiency and administration of examinations are also included in this program. Alberta's apprenticeship system also included the **Interprovincial Red Seal Program.** This program is designed to increase the mobility of journeymen in the construction, maintenance, repair and service trades. Interprovincial examinations can be attempted by graduating apprentices and those who hold a Journeyman Certificate issued in Alberta or another province that participates in the program.

Alberta's journeymen are also given the opportunity to maintain their skills and knowledge in relation to technological advances in the trades by way of technical training courses provided through the **Journeyman Updating Program**. For further information on Alberta's apprenticeship system, contact: The Unit Head, Business and Industry Services Unit, Field Services Division, Alberta Career Development and Employment, (403) 427-8517.

SECTOR SPECIFIC PROGRAMS & SERVICES

AGRICULTURE (INCLUDING FOOD PROCESSING)

ALBERTA AGRICULTURE DEVELOPMENT CORPORATION

The Alberta Agriculture Development Corporation (ADC) is a crown corporation that is involved in both direct lending programs and loan guarantee programs to Alberta farmers and agri-businesses. The Corporation acts as a primary lender to beginning farmers, providing loans at preferred interest rates. AADC also acts as a leader to businesses processing agricultural products. CONTACT: Alberta Agriculture Development Corporation; Camrose (403) 679-1301.

CANADA/ALBERTA SUBSIDIARY AGREEMENT ON AGRICULTURAL PROCESSING AND MARKETING

The Canada/Alberta Subsidiary Agreement on Agricultural Processing and Marketing is a five year initiative which provides developmental assistance to the agricultural processing industry in Alberta. The Governments of Canada and Alberta have agreed to provide $50 million to this initiative which extends to September 30, 1990. The agreement offers assistance to the private sector under two programs: The Capital Assistance Program, which encourages investment in the establishment, expansion and modernization of processing operations, and testing and research facilities; and the Non-Capital Assistance Program, which is available to help processors undertake feasibility studies or research and development projects that are eligible under Capital Assistance. CONTACT: Executive Director, Rural Development, Alberta Agriculture, (403) 427-4287.

FARMING FOR THE FUTURE PROGRAM

Farming for the Future is an agricultural research program supported by the Alberta Heritage Savings Trust Fund and administered by the Farming for the Future Council. It funds a wide range of research and demonstration activities relating to any aspect of agricultural production and food processing. The program provides financial assistance under two elements: the Research Program supports basic and applied agricultural experimentation and the On-Farm Demonstration Program expedites the transfer of research findings from the laboratory to the farming community. CONTACT: Research Division, Alberta Agriculture, (403) 427-1956.

FOOD PROCESSING DEVELOPMENT CENTRE

The Food Processing Development Centre helps Alberta food processors in the development and packaging of new/improved products and the application of new processes. The Centre provides an information service that assists in the acquisition, interpretation and adaptation of scientific or technical literature to resolve specific problems. Product development laboratories at the Centre have facilities for product formulation, ingredient assessment and sensory evaluation of food products. Pilot plant equipment is capable of simulating industrial production and can also produce products for test market purposes in addition to developing novel processing methods or techniques. The Centre also provides an in-plant consulting service on production problems or new product or packaging technology. CONTACT: Food Processing Development Centre, Alberta Agriculture, Leduc (403) 986-4793.

FOOD LABORATORY

The Food Laboratory located in Edmonton provides laboratory services to help ensure the quality, safety and nutritional value of Alberta products. The laboratory provides microbiological, chemical and organoleptic evaluations, and related consulting services to all sectors of Alberta's food industry, hospitals and government agencies concerned with food production, processing, quality, inspection, transportation, export and retail trade. CONTACT: Food Laboratory Branch, Alberta Agriculture (403) 435-9450.

ALBERTA MARKET DEVELOPMENT ASSISTANCE PROGRAM

The Alberta Market Development Assistance Program is aimed at enhancing the export potential of Alberta companies involved in agricultural production, processing, marketing or consulting. Eligible companies can receive financial assistance to cover a portion of the costs incurred for market identification trips, out of province trade fairs and exhibitions, incoming buyer visits, outgoing sales trips and market feasibility studies. The program has been established by Alberta Agriculture to supplement the Federal Program for Export Market Development (PEMD). CONTACT: Market Development Division, Alberta Agriculture, (403) 427-4241.

AGRI-FOOD AND PROCESSING DEVELOPMENT PROGRAM

The Agri-Food and Processing Development Program is available to individuals or businesses engaged in processing and marketing food or feed products or considering the establishment of such operations within Alberta. It provides financial assistance for developmental projects on a 50-50 cost sharing basis in the form of grants payable at the conclusion of an approved project. They cover technological awareness, product and process development, packaging and promotional material development, support for feasibility studies and management or marketing education. Grants are also available to assist associations in the development and the promotion of a commodity, industry or animal breed. CONTACT: Agri-Food and Processing Development Branch, Alberta Agriculture, (403) 427-7366.

ALBERTA SPECIAL CROP AND HORTICULTURAL RESEARCH CENTRE

Alberta Special Crop and Horticultural Research Centre is devoted to problem solving and to production-oriented research on special crops, greenhouses, and field production of vegetables and ornamentals. The centre provides information services on production practices, variety recommendations, marketing, processing, storage and handling. Pest and disease control program services are also provided. CONTACT: 362-3391

FIELDS CROPS BRANCH - ALBERTA CROP RESEARCH PROGRAM

Field Crops Branch - Alberta Crop Research Program is devoted to the development of new cereal varieties of barley, winter wheat, winter triticales, and spring triticales with emphasis on feed grains. The program develops new plant material and provides research information on the agronomics of the new varieties being developed. The objective is to provide primary grain and livestock producers with the leading technology in feed production to ensure their competitive advantage. CONTACT: 782-4642

THE MUNICIPAL CO-OPERATIVE CLEANING PROGRAM

The Municipal Co-operative Cleaning Program was initiated to help assure an improved and continuing capability of providing clean seed for Alberta farmers. Alberta Agriculture financially assists in the upgrading or replacement of seed cleaning plants in partnership with local seed cleaning organizations and local governments. The program provides Alberta with a large efficient seed cleaning industry for domestic seed requirements. CONTACT: 782-4642

ANIMAL INDUSTRY DIVISION - FEEDER ASSOCIATIONS PROGRAM

The Feeder Associations Program (The Feeder Associations Guarantee Act) provides Alberta farmers with a method of financing cattle for growing and finishing purposes. The objective of this program is to provide financing to farmers who have feed supplies but may not have sufficient collateral to obtain financing from banks or other lending institutions. This program allows many farmers to diversify their farm operation which in turn assists in diversifying Alberta's agricultural economy. CONTACT: 297-5662

ALBERTA FARM CREDIT STABILITY PROGRAM

The Alberta Farm Credit Stability Program was initiated to provide long term fixed-rate financing to Alberta farmers. Under the program, up to $2 billion is available for refinancing and new acquisition loans with terms of 10 to 20 years and a fixed interest rate of 9% per annum. A farm family is eligible to obtain up to $200,000 under the program corporations and partnerships are eligible for up to $600,000 depending on the number of farm families involved in the farming operation. The program is administered through participating financial institutions. CONTACT: 422-9167 or 1-800-232-9479 (Alberta only).

NATIONAL TRIPARTITE STABILIZATION PROGRAMS

National Tripartite Stabilization Programs are designed to reduce market price risks for farmers enrolled in tripartite stabilization plans. Tripartite stabilization is based on an insurance program concept where the producer, the provincial government and the federal government share equally in the payment of premiums. Support prices were set for each commodity and payments are issued from the stabilization account when the actual market price falls below the support price. Alberta is presently participating in tripartite stabilization plans covering cow-calf, feeder cattle, slaughter cattle, hogs, lambs, sugar beets and dry edible bean commodities. CONTACT: 422-0137 or 1-800-232-9479.

Construction and Engineering

CENTRE FOR FRONTIER ENGINEERING RESEARCH (CFER)

The Centre for Frontier Engineering Research (C-FER) is an incorporated, not-for-profit research institute established on the University of Alberta campus in 1983. It's mandate is to seek effective solutions for the safe and economical development of Canada's energy resources. In addition to its own ongoing research program, C-FER undertakes appropriate contract work. An $18 million C-FER research facility funded by the Governments of Alberta and Canada, and the private sector is currently under construction. Located in the Edmonton Research Park and scheduled for occupancy in May, 1990, the state-of-the-art centre will enhance research in offshore and marine technology; downhole technology; product and application development; and materials and manufacturing technology. Financial support for C-FER comes from its Members, representatives of Canada's industry, government and university communities. CONTACT: President, CFER, (403) 432-5108.

Energy

Most of the incentives available for oil and gas activity are connected with the Alberta Royalty system. Eligibility is often conditional upon royalty being payable from oil and gas production. No grant programs are currently available since the programs are intended to reward success instead of simply promoting activity.

ALBERTA OIL SANDS TECHNOLOGY AND RESEARCH AUTHORITY (AOSTRA)

The Alberta Oil Sands Technology and Research Authority (AOSTRA) is a provincial crown corporation that was established in 1974. AOSTRA's mandate is to promote research and development of technology that would lead to the efficient economic recovery and processing of crude bitumen and other oilsands products from the oilsands deposits, and enhanced oil recovery from conventional oil resources. AOSTRA's involvement in technological development ranges from academic and institutional research to the support of large scale field pilots and demonstration units in cooperation with industry. AOSTRA is supported by the Alberta Heritage Savings Trust Fund, which has invested more than $418 million in the crown corporation. Industry has invested a like amount. CONTACT: Chief Executive Officer, AOSTRA (403) 427-7623.

ALBERTA ROYALTY TAX CREDIT (ARTC)

The Alberta Royalty Tax Credit (ARTC) is a selective Crown royalty reduction aimed at providing small producers with additional cash flow. The credit is calculated as a percentage of net Crown royalties payable, to an annual company maximum credit for each company or associated group of companies. Until December 31, 1989, the ARTC is set at 75% of royalties payable with a maximum of $3 million per claimant. CONTACT: Director, Petroleum Royalties, Alberta Energy, (403) 427-6586.

COMMERCIAL IN SITU REGIME

The fiscal regime for oil sands projects is negotiated on a project by project basis in recognition of the varying economics of each project. The starting point is the Cold Lake regime, so called because the terms were first applied to the Esso Cold Lake project. The royalty consists of a 1% royalty on gross revenue at startup, increasing by 1% every 18 months to 5%. The royalty remains at 5% until payout at which point it converts to 30% of net profit or 5% of gross revenue, whichever is greater.

EXPERIMENTAL PETROLEUM ROYALTY

Bitumen and crude oil produced from experimental projects approved by the ERCB are assessed a flat royalty rate of 5% of production. Currently, royalty is waived on proprietary natural gas consumed in the production of experimental oil sands and experimental oil.

CRUDE OIL ROYALTY HOLIDAY PROGRAM (CORHP)

New and deepened oil wells drilled after September 30, 1986 and outside Energy Resources Conservation Board (ERCB) pool boundaries qualify for the Crude Oil Royalty Holiday Program. Wells excluded from the program include infill wells and wells with experimental or commercial oil sands status.

Effective November 1, 1988 new wells receive the following royalty holidays:

- wells spudded between November 1, 1988 and April 30, 1989 receive a royalty holiday of three years; and
- wells spudded between May 1, 1989 and October 31, 1989 received a royalty holiday of one year.

In each of the above two cases the maximum royalty that can be waived is $1 million per well. CONTACT: Director, Petroleum Royalties, Alberta Energy, (403) 427-6586.

COAL RESEARCH AND TECHNOLOGY PROGRAM

The Coal Research and Technology Program provides funding to private industry for projects that will enhance the competitiveness of Alberta coals on international markets, minimize the environmental impact from the production or use of coal in Alberta, or result in new uses for Alberta coals. The private sector is encouraged to identify and manage appropriate projects and is expected to partially fund the work. Funding is also available for coal research projects which place Canadian coal technology as a world leader. CONTACT: Head, Coal Research Department, Alberta Research Council (403) 987-8118.

HYDROGEN TECHNOLOGY RESEARCH AND DEVELOPMENT PROGRAM

The Alberta Hydrogen Technology Research and Development Program is focused on the enhancement of advanced hydrogen production, transportation, storage, use and producer/user integration with Alberta's energy resource base and industries.

The program provides funding assistance on a cost-shared basis to private companies for short and medium term hydrogen related technology research and development projects. CONTACT: Alberta Energy, (403) 427-3590.

ENHANCED OIL RECOVERY PROGRAM

Royalty Relief - This program is designed to offset the costs and risks associated with enhanced oil recovery (EOR) processes. These processes used advanced technology to recover more oil from a pool than is possible with conventional techniques. A producer is allowed to deduct approved costs from revenues before calculating royalties. CONTACT: Director, Petroleum Royalties, Alberta Energy, (403) 427-6586.

DEEP GAS ROYALTY HOLIDAY PROGRAM

This program rewards the successful completion of new or deepened gas wells drilled to depths below 2,500 metres. Eligible wells must be located outside the June 1, 1985, gas pool boundaries. The value of the royalty holiday increases with the depth of the well to a maximum of $3.6 million. Entitlements must be used within 10 years of drilling completion. CONTACT: Alberta Energy, (403) 427-3590.

TRANSPORTATION ENERGY MANAGEMENT PROGRAM

This program is an information program intended to help Alberta companies become more competitive and profitable through reduced energy costs and improved safety, extended engine life and upgraded vehicle performance and reliability. The information available is applicable to the light and medium-sized vehicles used by commercial, industrial, bus, delivery, courier, taxi, utility service, and freight movement companies. The program offers publications, Driver Energy Conservation Awareness Training (DECAT), instructor training, and fleet vehicle energy audits. CONTACT: Alberta Energy, (403) 427-3590.

ENERGY BUS AUDIT SERVICE

This program is an on-site audit service intended to assist Alberta industrial, commercial, municipal, and institutional organizations reduce operating expenses through energy management. It is available throughout the province at no charge. The confidential service provides on-site assessment and analysis of energy consumption. Before the energy bus visits, the company to be audited is asked to provide some basic data needed to ensure accurate computation. Energy bus staff identify which areas of operation have the greatest potential for saving energy. Financial savings average 20% per year. CONTACT: Alberta Energy, (403) 427-3590.

ENERGY AUDIT DATA BASE

This program is available so that consultants, regulators, and product developers can access information compiled from energy bus audits to assist in life-cycle costing, operating costs, utility construction, and rate structure needs and energy conservation marketing. While respecting clients' confidentiality, a variety of search options are available regarding energy use in all industrial, commercial, and institutional sectors. CONTACT: Alberta Energy, (403) 427-3590.

HOUSING INDUSTRY PROGRAM

This program provides Alberta homebuilders, renovators, tradespeople, trades educators, and realtors with access to unbiased, up-to-date information on energy efficient housing. There is no charge for this service. The program offers technical training through an audio-visual lending library of over 100 titles and through residential industry publications including a builder's technical reference manual, a blueprint details package, a package for realtors on marketing energy efficiency, and 11 Alberta Energy Savers booklets. Information is also provided to the industry through a telephone inquiry service called Energy Matters. CONTACT: Alberta Energy, (403) 427-3590.

FORESTRY

CANADA-ALBERTA FOREST RESOURCE DEVELOPMENT AGREEMENT

The Canada/Alberta Forest Resource Development Agreement provides assistance through contractual arrangements to eligible companies to increase forest productivity in Alberta, promote efficient utilization of forest resources, or increase economic diversity and employment opportunities in forestry.

The Agreement seeks to encourage industry to further improve forest management practices, develop cost competitive methods and products for the utilization of hardwoods, and to raise public awareness of forestry issues. These activities will include a strong emphasis on applied research and development and related technology transfer. The agreement is jointly administered by the Alberta Forestry, Lands and Wildlife and the Canadian Forestry Service. CONTACT: Manager, Forest Products Research and Development Branch, Alberta Forestry, Lands, and Wildlife, (403) 422-7011

FOREST INDUSTRY DEVELOPMENT PROGRAM (FID)

The Forest Industry Development Division's mandate is to coordinate the government's efforts in fostering growth in the forest industry. Working with related departments, the Division stands ready to help industry representatives and investors wishing to participate in the development of Alberta's forests and its non-forest renewable resources. Its key functions are to provide information and advice, supply research data, identify opportunities, arrange meetings and, in short, help potential investors obtain a fast response. Based on the merits of individual projects, the Division can provide valuable assistance in project financing. Assistance is also available for research and development projects and studies which could facilitate new commercial projects or help existing industries reach their full potential. CONTACT: Forest Industry Development Division, Alberta Forestry, Lands and Wildlife, (403) 422-7011

MEDICAL RESEARCH

ALBERTA HERITAGE FOUNDATION FOR MEDICAL RESEARCH (AHFMR)

The Alberta Heritage Foundation for Medical Research was established in 1979 with a $300 million endowment from the Alberta Government. AHFMR contributes over $40 million a year to support medical research; in 1987/88, approximately $49.7 million was awarded under its various scientific programs.

The Foundation funds scientists through a program of grants and awards designed to recruit, support and train a critical mass of career scientists in Alberta. Awards are allocated on a peer review basis. The Foundation's major programs include the major personnel awards: Heritage Medical Scientist, Heritage Medical Scholar, and Clinical Investigator Awards. Also included are Studentships and Fellowships, Establishment Grants for New Scientists and Visiting Professors, and Conference and Technology Transfer Grants.

The AHFMR also administers a two-tiered Technology Transfer Program, which assists medical researchers and firms in their efforts to commercialize promising research results. These technology transfer activities will be further strengthened with the new five year, $9.3 million Medical Innovation Program. The Program will support prototype development, testing and clinical trials of promising new drugs and medical devices with funds recently made available to the province through the newly-enacted Federal Patent Act (Bill C-22).

Some AHFMR discoveries have become the basis of a growing number of Alberta companies which produce and market the products for Canadian and international research and health care industries. In several cases, technology based on AHFMR research has attracted extensive funding from multi-national pharmaceutical and biotechnology companies. CONTACT: Alberta Heritage Foundation for Medical Research, (403) 423-5727.

Motion Picture Industry

THE ALBERTA MOTION PICTURE DEVELOPMENT CORPORATION (AMPDC)

The Alberta Motion Picture Development Corporation was established by the Alberta Government in 1981 to stimulate the growth of the Film and Video Production Industry in Alberta by making loans or guaranteeing loans to qualified producers. The AMPDC is authorized to make loans or loan guarantees of up to 60 percent of the total funds required for the initial and pre-production stages of a motion picture. It can also invest in motion picture production as well as assist in the marketing and distribution stages. The AMPDC has a $10 million fund. The fund and operating expenses for the Corporation are provided by way of grants from Economic Development and Trade. The AMPDC has its offices in Edmonton. CONTACT: President, AMPDC (403) 424-8855.

Science and Technology

ALBERTA RESEARCH COUNCIL (ARC)

The Alberta Research Council is a Crown Corporation dedicated to promoting economic development in Alberta through science and technology, research and development. ARC provides a full range of services: pure and applied research, analytical laboratories and industrial engineering problem-solving. ARC has identified six major areas of activity including Advanced Technologies, Forestry, Materials and Testing, Oil Sands, Coal and Natural Resources. The Research Council is also home to the Alberta Geological Survey. One of the Council's highest priorities is to work closely with industry to provide businesses with the research capability not available in the private sector. In the 1987-88 fiscal year, research and testing contracts with industry accounted for about 25 percent of Research Council revenues. CONTACT: Alberta Research Council, (403) 450-5111.

The Joint Venture Research Program, operated by the Alberta Research Council, provides for joint cost-sharing between the Council and companies for research programs performed on Council premises. In 1988/89, $3.2 million was allocated by the Alberta Research Council to the Joint Venture Research Program. Commitments of $250,000 to $2 million are possible for joint research ventures lasting up to two years.

The Advanced Technologies Department, another Alberta Research Council initiative, assists companies in becoming more competitive by providing them with research and development assistance in computer and automation technologies. The program's allotment from ARC's budget was $4 million for both fiscal 1987-88 and the current fiscal year.

ALBERTA RESEARCH COUNCIL BIOTECHNOLOGY PILOT PLANT

The Alberta Research Council Biotechnology Pilot Plant was established in 1985 to carry out biotechnology research and to assist industrial clients in the commercialization of their biotechnology processes through the scale-up of laboratory research production. The plant offers 37,500 litre fermentation capacity. It is the only facility of its kind in Canada and the third in North America. It gives Alberta's biotechnology companies a competitive advantage in producing new products and entering world markets, and has attracted international business to the province. The biotechnology pilot plant located at the Alberta Research Council's headquarters in Edmonton enables the Council to provide a complete range of services to clients. CONTACT: Head, Biotechnology Department, Alberta Research Council, (403) 450-5304.

ALBERTA LASER INSTITUTE

The Alberta Laser Institute encourages and assists Alberta industry with developing and implementing laser systems for cost effective production technology. The Institute concentrates its research in the areas of automated manufacturing and robotics, materials handling and manipulation, and microelectronics chip contracts. It is the first centre of its kind in Canada that is oriented towards the industrial application of laser technology. The Alberta Government is providing $5 million in funding assistance over five years: 1985 to 1990. CONTACT: President, Alberta Laser Institute (403) 436-9750.

THE ALBERTA MICROELECTRONIC CENTRE (AMC)

The Alberta Microelectronic Centre was established in 1982 under a federal government grant. This non-profit organization acts as a focal point for new microelectronic technology, offering a variety of education, training, consulting and research services to Alberta business and industry. The AMC's production facilities are located at the University of Alberta with additional research and design facilities at the University of Calgary. Research activities include integrated circuit design, CAD software development, device physics, integrated sensor research, and integrated circuit prototyping.

In 1985, the Alberta Government committed $13.9 million to the Alberta Microelectronic Centre for a four year period to assist the establishment of microchip design and fabrication facilities. The **Alberta Microelectronic Centre's Calgary Design and Engineering Application Facility** was officially opened on September 19, 1986. The Calgary design facility was established to design and prototype custom microchips for industry and for research projects significant to the electronics industry.

The **Alberta Microelectronic Centre's Edmonton Fabrication Facility** was officially opened on December 15, 1986. The fabrication facility, located in the Newton Research Building on the University of Alberta campus, manufactures custom-designed silicon chips and complements the work of the Calgary Design and Engineering Application Facility. The two facilities are designed to provide assistance to companies involved in microelectronics and contribute to the growth of the electronics industry in Alberta. CONTACT: Manager, Alberta Microelectronics Centre (403) 432-3914, in Edmonton; or 289-2043, in Calgary.

ELECTRONICS TEST CENTRE (ETC)

The Electronics Test Centre provides evaluation and research support to the electronics industry. The Centre provides rigorous product tests and evaluations in the areas of telecommunications, medical electronics, data processing, office automation and process instrumentation. ETC can verify product and design conformance to product safety codes including comprehensive certification testing to CSA, UL and other safety standards. ETC can also act as agent on behalf of a manufacturer to obtain product approvals. The ETC is also accredited by the Department of National Defence to test electronic equipment for military specifications. The Test Centre is sponsored by the Alberta Research Council (ARC) and is located at ARC facilities in Edmonton. It is funded in part by a $12.4 million capital grant from the Government of Alberta Heritage Savings Trust Fund. CONTACT: General Manager, Electronics Test Centre (403) 450-5361.

ALBERTA TELECOMMUNICATIONS RESEARCH CENTRE (ATRC)

The Alberta Telecommunications Research Centre (ATRC) focuses on research in optical communications with emphasis on fibre optics and computer-aided design of microelectronic products and services. Over a five year period beginning in 1986, the Government of Alberta has committed $3.7 million to funding the Centre's operations; the University of Alberta will contribute about $1 million; the balance coming from industry partners. The ATRC encourages industry participation for pooled research and development relating to the telecommunications field. Arrangements with the University of Alberta allow graduate students to conduct thesis research on market-applicable products and processes at the Centre, providing industry with access to new developments and potential employees. ATRC research facilities are located in the Edmonton Research and Development Park. CONTACT: President, ATRC, (403) 461-3830.

SUPERCOMPUTER PROJECT

The Supercomputer Project located at the University of Calgary, is a joint venture involving Alberta Technology, Research and Telecommunications, the University of Calgary and industry. The objective of the project is to encourage research and training in vector computing technology; to develop state-of-the-art supercomputer application software; to provide a research facility for Canadian universities; and to attract world class academic and industrial research to Alberta. The Alberta Government has prepaid $10 million of computer time to be allocated to industry and the universities for R & D projects over a five year period that began in 1985. CONTACT: Vice President - Research, University of Calgary, (403) 220-5465.

ALTA-CAN TELECOM INC.

Alta-Can Telecom Inc., was established in 1982 as a venture capital subsidiary of Alberta Government Telephones with an initial capitalization of $10 million. The company invests in private sector ventures in the fields of microelectronics and telecommunications. CONTACT: Alta-Can Telecom Inc., (403) 231-8535.

SPURT INVESTMENT FUND 1

Spurt Investment Fund 1, which was established in October 1985 with an initial capitalization of $3 million, is the first venture capital fund in Canada designed solely to make equity investments in seed and early-stage technology enterprises. Spurt 1 investments are made only in Alberta high technology firms with the typical equity capital being in the range of $75,000 to $250,000.

In addition to seed capital, Spurt 1 also provides financial, management, engineering and marketing resources. Spurt Investment Fund 1 is a limited partnership of ten organizations representing both the private and public sectors with Alta-Can Telecom Inc. being the managing and General Partner of the Fund. The Alberta Government invested almost $500,000 in the Fund. This funding will increase to almost $1 million in 1989-90. CONTACT: Vice President, Alta-Can Telecom Inc., (403) 231-8269.

TECHNOLOGY COMMERCIALIZATION PROGRAM

The $2.2 million **Technology Commercialization Program** provides financial assistance to the private sector for the support of institutes, the development of new products, the commercialization of research, and the conduct of feasibility studies.

The program's objectives are consistent with the Government's economic development and diversification goals. Support is provided in the form of grants, shared cost grants, or investments in:

- industry/university related-centres for research and development;
- institutional research through shared projects with industry;
- innovation assistance; and
- feasibility and opportunity studies.

The program assisted over forty organizations with a total expenditure of over $2.451 million (committed funds) for the fiscal year 1988/89. Since its inception in 1986-87, more than $5.7 million have been committed to 65 individuals and organizations. CONTACT: Senior Directors, Technology Commercialization, Alberta Technology, Research & Telecommunications, (403) 422-0567.

FIRST PURCHASE PROGRAM

The First Purchase Program was created to strengthen the existing Alberta goods and services policy and to actively promote public sector use of products and processes produced by competitive Alberta firms. The program assists companies in establishing a proven track record in the advanced technology marketplace by providing first purchase advantage prior to national and international exposure of high technology products and processes. CONTACT: Director, Technology Transfer; Alberta Technology Research and Telecommunications (403) 422-0567.

EDMONTON ADVANCED TECHNOLOGY CENTRE

The Edmonton Multi-Tenant Advanced Technology Centre was designed and built specifically to house and support early-stage advanced technology companies. The centre provides a comprehensive program of business support to its entrepreneurial tenants, including flexible and cost-efficient office space, shared office services, professional business consulting services, and information and referral services. The Centre was officially opened on June 7, 1988. CONTACT: Manager, Edmonton Advanced Technology Centre (403) 462-2121.

CALGARY ADVANCED TECHNOLOGY CENTRE

The Calgary Advanced Technology Centre was launched in June, 1985. This incubator for emerging high-technology business has 28,000 square feet of space at 6815 - 8 Street, N.E., plus up to half the space in Discovery Place One. It has assisted 75 tenants which, in turn, have created more than 200 jobs in Calgary. Some 20 graduate enterprises operate autonomously within the Calgary economy where they occupy an additional 45,000 - 50,000 square feet of space. CONTACT: President, Calgary Research and Development Authority (403) 282-0464.

Discovery Place I represents the first of several multi-tenant buildings that the Calgary Research and Development Park Authority (CRDA) plans to construct in the University Research Park. About half the space is allotted to the Calgary Advanced Technology Centre. The official opening took place on June 15, 1988. Discovery Place I facilitates tenant interaction with the University of Calgary, enhancing the University's technology transfer and R & D. Space is available to incubator-type small businesses entering or active in high technology. CONTACT: President, Calgary Advanced Technology Centre, (403) 282-0464.

TOURISM

CANADA/ALBERTA SUBSIDIARY AGREEMENT ON TOURISM DEVELOPMENT

This is a five year cost-shared $56.3 million agreement between the Government of Canada and the Government of Alberta. Taking effect on November 13, 1985, the Tourism Sub-Agreement recognized the economic importance of Alberta's tourism industry by providing financial assistance to the private sector and tourism-oriented organizations for new initiatives in the areas of development, marketing, training and research. The end result of this assistance will be the undertaking of a variety of development projects and initiatives that will enhance or contribute to Alberta's positioning as a national and international tourism destination. CONTACT: Director, Canada/Alberta Tourism Agreement, (403) 422-0312.

BUSINESS DEVELOPMENT BRANCH

Business Development Branch provides consultative services to tourism entrepreneurs. The Branch offers a "one window" approach to investor/developer counselling, with the primary objective of enhancing the financial solvency and attractiveness of active and proposed tourism businesses.

This Branch also offers counselling to new and prospective tourism operators. Counselling relates to areas such as locations, market analysis, economic feasibility, development permit regulations and other planning and policy components. CONTACT: Business Development Branch, Alberta Tourism (403) 427-4324.

COMMUNITY TOURISM ACTION PROGRAM

The Community Tourism Action Program is a funding initiative which provides financial incentives to Alberta communities pursuing new projects in tourism marketing and development on the basis of completed Community Tourism Action Plans. All incorporated municipalities are eligible for funding under the program, which provides $30 million in incentives on a cost-shared basis (75% provincial, 25% local) over a five year period which began in 1988. Private sector businesses can also apply for funding under the program, with the endorsement of the appropriate municipality and in accordance with the municipality's tourism action plan. CONTACT: Community Tourism Action Program, Alberta Tourism (403) 422-9507.

SERVICE INDUSTRY TRAINING SEMINARS

Service Industry Training Seminars provide hospitality training to all businesses, groups and organizations involved in the province's tourism and hospitality sector. From customer relations for management and staff to zone travel counselling for key front-line employees, the seminars are designed to promote professionalism and quality of service, as well as motivate individuals and inform them about tourism's many economic and cultural benefits. CONTACT: Industry Relations and Training Branch, Alberta Tourism (403) 427-7612.

TEAM TOURISM MARKETING PROGRAM

Team Tourism Marketing Program is a joint government/private sector marketing program designed to help industry market tourism destinations on a regional basis. The program encourages co-operative marketing efforts between private sector operators and Alberta's 14 tourism zones. The government will provide shared assistance (50% provincial, 50% local) with total government contributions of $20 million over five years ending in 1983. CONTACT: Team Tourism, Alberta Tourism (403) 422-0320.

TRAVEL ALBERTA ZONE ASSISTANCE PROGRAM (TAZAP)

The Travel Alberta Zone Assistance Program is an annual grant program that supports fourteen tourism zones within the Tourism Industry Association of Alberta (TIAALTA). The program is designed to help the zones fulfill their regional "In-Alberta" marketing and development objectives. TAZAP encourages and supports local initiatives and regional programs that stimulate activity and growth in Alberta's tourism industry. CONTACT: Industry Relations and Training Program, Alberta Tourism, (403) 427-7612.

MUNICIPAL GOVERNMENT PROGRAMS AND SERVICES

Numerous municipal programs and services are available in Alberta. In order to learn more about these programs and services, please contact the city economic development officers directly.

A list of city economic development officers follows. For a complete listing of town economic development officers please refer to the **Directory of Economic Developers in Alberta** (see bibliography).

CALGARY

Mr. B.A. McDonald
Executive Director,
CALGARY ECONOMIC DEVELOPMENT AUTHORITY
P.O. Box 2100, Stn. M
CALGARY, AB T2P 2M5
(403) 268 - 2771

CALGARY

Mr. W.D. Croft
President,
CALGARY RESEARCH & DEVELOPMENT AUTHORITY
Suite 100
3553 - 31 Street N.W.
CALGARY, AB T2L 2K7
(403) 282 - 0464

EDMONTON

Mr. William F. Allcock
General Manager
EDMONTON ECONOMIC DEVELOPMENT AUTHORITY
9797 Jasper Avenue
EDMONTON, AB T5J 1N9
(403) 424 - 7870

EDMONTON

Mr. Glenn A. Mitchell
General Manager
EDMONTON RESEARCH PARK
203 Advanced Technology Centre
9650 - 20 Avenue
Edmonton, AB T6N 1G1
(403) 462 - 2121

AIRDRIE

Mr. Peter Cartwright
Economic Development Officer
CITY OF AIRDRIE
Post Bag #5
AIRDRIE, AB T4B 2C9
(403) 948 - 5907

CAMROSE

Mr. D. Twomey
Economic Development Coordinator
CITY OF CAMROSE
5204 - 50 Ave.
CAMROSE, AB T4V 0S8
(403) 672 - 4426

DRUMHELLER

Mr. Laurie Reiffenstein
General Manager
DRUMHELLER REGIONAL BUSINESS
DEVELOPMENT CENTRE CORP.
Box 999
DRUMHELLER, AB TOJ OYO
(403) 823 - 8100

FORT MCMURRAY

Mr. Terry Langis
Economic Development Officer
CITY OF FORT MCMURRAY
9909 Franklin Avenue
FORT MCMURRAY, AB T9H 2K4
(403) 743 - 7883

FORT SASKATCHEWAN

Mr. Gary L. Hudson
Manager, Planning &
Development Services
CITY OF FORT SASKATCHEWAN
10005 - 102 St
FORT SASKATCHEWAN, AB T8L 2C5.
(403) 998 - 2266

GRANDE PRAIRIE

Mr. Greg Varricchio
Administrator of Planning
& Development Department
City Hall
9902 - 101 Street
GRANDE PRAIRIE, AB T8V 2P5
(403) 538 - 0300

LEDUC

Mr. John Barnard
Executive Director
LEDUC-NISKU ECONOMIC DEVELOPMENT
AUTHORITY
Suite 218B, 5904-50 St.
LEDUC, AB T9E 6J3
(403) 986 - 9538

LETHBRIDGE

Ms. Helen Henderson
Director, Economic
Development
CITY OF LETHBRIDGE
City Hall, 910-4 Ave South
LETHBRIDGE, AB T1J OP6
(403) 320 - 3910

LLOYDMINSTER

Mr. Peter Vana
Director, Planning & Development
CITY OF LLOYDMINSTER
5011 - 49 Avenue
LLOYDMINSTER, AB/SASK. S9V OT8
(403) 825 - 6184

MEDICINE HAT

Mr. D.A. Cormier
Manager, Economic
Development Department
CITY OF MEDICINE HAT
City Hall, 580-1St. SE
MEDICINE HAT, AB T1A 8E6
(403) 529 - 8353

RED DEER

Mr. Alan Scott
Manager, Economic Development
CITY OF RED DEER
P.O. Box 5008
RED DEER, AB T4N 3T4
(403) 342 - 8106

SPRUCE GROVE

Director of Corporate
Services
CITY OF SPRUCE GROVE
410 King Street
SPRUCE GROVE, AB T7X 2Z1
(403) 962 - 2611

ST. ALBERT

Mr. Bruce Randall
Economic Development Officer
CITY OF ST. ALBERT
5 St. Anne Street
ST. ALBERT, AB T8N 3Z9
(403) 459 - 1631

WETASKIWIN

Mr. John Van Doesburg
Economic Development
Coordinator
CITY OF WETASKIWIN
Box 6266
WETASKIWIN, AB T9A 2E9
(403) 352 - 3344

RESEARCH AND DEVELOPMENT PARKS IN ALBERTA

EDMONTON RESEARCH AND DEVELOPMENT PARK

The Edmonton Research and Development Park, located in Alberta's capital city, offers an outstanding environment for the pursuit of advanced technology activity.

The Park is strategically situated in South Edmonton, less than a kilometre from the province's main north-south highway and a 10 minute drive from the Edmonton International Airport. The University of Alberta and the city's central business district are each less than 20 minutes away by car.

The 130 hectare (320 acre) research and technology community, comprising the Research Park and the adjacent headquarters, and laboratories of the Alberta Research Council, is home to ten organizations employing over 700 scientists, engineers, technicians and support staff. The Park can accommodate the needs of advanced technology industry through the sale of fully-developed properties, long-term land leases and space rental in customized, multi-tenant research buildings. Project financing is also available in some circumstances. (Edmonton Research & Development Park Authority, 203 Advanced Technology Centre, 9650 - 20 Ave., Edmonton, Alberta T6N 1G1 (403) 462-2121.

CALGARY RESEARCH AND DEVELOPMENT PARK

The Calgary Research and Development Park is a quality concept to provide a unique research and working environment for research and technology oriented activities, and for high technology manufacturing related to on-site research and development. The Park has 1,066 hectares available for development. All operations locating in the Park must be research or technology oriented. The land is ready for occupancy pending an anchor tenant that will justify initial servicing.

Product manufacture or assembly will be limited to prototype development, or to the manufacture of high technology products that are clearly related to on-site research and development activities. No tenant exclusively engaged in manufacturing or assembly will be permitted to occupy space in the Park. CONTACT: President, Calgary Research and Development Authority, Suite 100, 3553 - 31 Street, N.W., Calgary, Alberta T2L 2K7, (403) 282-0464.

UNIVERSITY RESEARCH PARK

The University Research Park is located near the University of Calgary to facilitate interaction between the University of Calgary and industry. This 125 acre park houses over 30 research tenants in 1,160,000 square feet of developed facilities. Over 1,200 research and support staff work on site. The University Research Park is western Canada's largest and fastest-growing research park. Approximately 12 acres of fully-serviced land are available for long term lease to tenants who meet the research criteria. CONTACT: Vice-President, Research; University of Calgary, 2500 University Drive, Calgary, Alberta T2N 1N4, (403) 220-5465.

ROLES OF SELECTED ALBERTA GOVERNMENT DEPARTMENTS AND AGENCIES

The following departments of the Alberta Government may provide valuable assistance in your business decisions:

A) Department of Economic Development and Trade

The mission of Alberta Economic Development and Trade is to provide leadership in the coordination, development and implementation of the provincial government's economic development and diversification strategy so that the short and long-term economic well-being of Albertans will be improved. This will be accomplished by working with departments of the Government of Alberta, the Alberta business community, foreign buyers and investors, and with other governments and associations.

Edmonton:
Alberta Economic Development and Trade
Sterling Place
9940 - 106 Street
Edmonton, Alberta T5K 2P6
Phone: (403) 422-5540

Calgary:
Alberta Economic Development and Trade
Calgary Office
5th Floor
999 - 8 Street S.W.
Calgary, Alberta T2R 1J5
Phone: (403) 297-6284

INVESTMENT PROMOTION BRANCH

The Investment Promotion Branch exists to enhance the economic growth and further diversification of the Alberta economy by promoting economic opportunity in the province internationally and facilitating investment in this regard. This is accomplished by promoting awareness of Alberta's economic capabilities and investment opportunities to the international investment/financial community through institutions, individuals and government agencies. Investment in this sense includes active and passive investment, business immigration, joint ventures and technology transfer agreements.

Edmonton: Investment Promotion Branch
Alberta Economic Development and Trade
12th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta T5K 2P6

Telephone: (403) 422-6236
Fascimile: (403) 427-0487
Telex: 037-2197

B) Department of Career Development and Employment

The mission of Alberta Career Development and Employment is to support the development and maintenance of an appropriately skilled labour force in Alberta. To fulfill this mission, the Department assists individuals to prepare for, gain, and retain meaningful employment, and assists employers to obtain or train skilled labour. The Department contributes to the creation of employment opportunities in the Province by operating employment, training, immigration and other human resource development programs and services designed to assist in the achievement of Alberta's social and economic goals.

To access departmental programs and services, contact:

Executive Director
Apprenticeship and Trade Certification
Career Development and Employment
Park Square, 10001 Bellamy Hill
Edmonton, Alberta T5J 3W5
Telephone: (4^3) 427-8765

Executive Director
Training and Employment Programs
Career Development and Employment
Park Square, 10001 Bellamy Hill
Edmonton, Alberta T5J 3W5
Telephone: (403) 427-4746

Regional Director, South Region
Career Development and Employment
Century Park Place
855 - 8th Avenue, S.W.
Calgary, Alberta T2P 3P1
Telephone: (403) 297-5109

Director, Immigration and Settlement Programs
Career Development and Employment
Park Square, 10001 Bellamy Hill
Edmonton, Alberta T5J 3W5
Telephone: (403) 427-0537

Regional Director, North Region
Career Development and Employment
#105, 9621 - 96 Avenue
Peace River, Alberta T0H 2X0
Telephone: (403) 624-6531

Regional Director, Central Region
Career Development and Employment
Room 420, 9942 - 108 Street
Edmonton, Alberta T5K 2J5
Telephone: (403) 422-0046

c) Department of Energy

The Department plays a vital role in managing Alberta's substantial energy resources for the benefit of Albertans. It performs four basic functions:

1) it disposes of mineral rights and administers mineral agreements on behalf of the Crown;
2) it provides policy recommendations and advice on energy to the government;
3) it advises on, establishes, and administers fiscal regime and royalty systems through which the government obtains its fair return from Alberta resources (including the negotiation of fiscal and royalty regimes for the major energy projects); and
4) it administers energy-related research, development, and conservation programs.

The Department is organized along divisional lines. Seven divisions report to the Deputy Minister of Energy: Projects and Supply Development; Policy Analysis and Planning; Mineral Resources; Mineral Revenues; Scientific and Engineering Services and Research; Legal Services; and Finance and Administration. (9945 - 108 Street, Edmonton, Alberta T5K 2G6 (403) 427-8697).

d) Alberta Energy Resources Conservation Board

Under the Statutes of Alberta, the Energy Resources Conservation Board is charged with certain energy resource and environmental management functions with regard to oil, gas, oilsands, pipelines, electrical energy and coal. The Board is also responsible for the preservation and effective use of certain of Alberta's energy resources.

Under the Oil & Gas Conservation Act, the Board, with the approval of the Lieutenant Governor in Council (ie. Cabinet), may grant an Industrial Development Permit for the use of gas, methane, ethane, propane, butanes, pentanes plus, condensate, crude oil, crude bitumen, or synthetic crude oil, or any primary derivative of them or any of them as a raw material or fuel in an industrial or manufacturing operation. Permits are not required where the total quantity of energy in the energy resource used in any year as raw material and fuel does not exceed one trillion British thermal units (1.1 x 1014 joules). A similar provision exists in the Coal Conservation Act regarding the use of coal or a coal product as a raw material, reductant, or fuel in an industrial or manufacturing operation. (640 - 5th Avenue SW, Calgary, Alberta T2P 3G4 (403) 297-8311).

E) Department of Environment

The Department of Alberta Environment was established in 1971 and was the first of its kind in North America.

Since its inception, the Department continues to be a forerunner in environmental practices ranging from its solid water management principles to its innovative solutions of managing hazardous waste.

The Department has made a transition in its mandate, moving away from its previous balancing role and progressing towards a more stringent approach to sound environmental protection and management of Alberta resources.

When re-defining its mission, the department has instigated several key initiatives reflecting this changing role as it pertains to policies, programs, services and administrative procedure of departments and agencies in matters regarding the environment.

One of the most significant initiatives launched by the department was the appointment of a review panel to undertake a comprehensive look at environmental law enforcement in Alberta. The panel's purpose was to strengthen and improve the enforcement of Alberta's Environmental Statutes, and make further recommendations. Implementation of these recommendations have already commenced in order to increase the department's efficiency and effectiveness.

The Industry Development Division of Alberta Economic Development and Trade, works closely with Alberta Environment and will introduce companies to this department.

Major environmental guidelines for petro-chemical projects are published by Alberta Environment in conjunction with the Energy Resources Conservation Board under the Industrial Development Permit Application Guidelines. These guidelines detail the amount of information that must be provided to the Department of Environment regarding the environmental impact of the proposed projects (Standards and Approvals Division, 4th Floor, Oxbridge Place, 9820 - 106 Street, Edmonton, Alberta T5K 2J6 (403) 427-6267).

F) Department of Forestry, Lands and Wildlife

The Department of Forestry, Lands and Wildlife has the responsibility of managing Alberta's forests, land and wildlife resources to ensure a perpetual supply of benefits to the public. Apart from providing proper planning and sound management of Alberta's forests, land, fish and wildlife resources, a major function of the Department is to foster greater development and diversification in Alberta's forest industry. This effort has led to the establishment of the Forest Industry Development Division which acts as a focal point for facilitating the development of viable forestry projects.

The Department encourages development and research initiatives involving greater use of hardwood in the manufacture of pulp and paper and panelboard, and broadening and diversifying the base of existing wood industries. Assistance in areas such as technological improvement, research and development, infrastructural improvement and market development is available for eligible projects.

Contact: Department of Forestry, Lands and Wildlife
9915 - 108 Street
Edmonton, Alberta T5K 2C9
Phone: (403) 427-6337

G) Department of Technology, Research and Telecommunications

The Department of Technology, Research & Telecommunications was formed in 1986 to serve as a focal point in the province's efforts to diversify the economy. The Department supports the application of new technology to existing and new industries, and the creation of new industrial opportunities arising out of science and technology developments within Alberta. The Department also promotes Alberta as a national and international centre for research and commercialization of advanced technologies.

The Department is also responsible for ensuring that all Albertans are served by high quality, reliable and affordable communication systems. It actively supports the development of intellectually and technologically advanced communication systems and information services in Alberta.

Contact: Corporate and Public Relations
Alberta Technology, Research & Telecommunications
12th Floor, Pacific Plaza
10909 Jasper Avenue
Edmonton, Alberta
T5J 3M8
Phone: (403) 422-0567

TECHNOLOGY COMMERCIALIZATION

Technology Commercialization is responsible for promoting targetted advanced technology sectors and assisting Alberta companies in developing new and innovative products which have local and international market potential.

This unit coordinates and administers a $2.2 million Technology Commercialization Program which provides financial assistance to the private sector in support of research institutes, new product development and commercialization, and feasibility studies.

Contacts: Senior Directors
Technology Commercialization
Phone: (403) 422-0567

INVESTMENT DEVELOPMENT

The prime objective of Investment Development is to promote and facilitate investment in Alberta, specifically in the advanced technology sector.

Activities supporting this objective include:

- developing and reinforcing an awareness in Canada and abroad about Alberta's commitment to advanced technology development;
- identifying and facilitating potential investment in Alberta;
- liaising with government and the private sector to optimize investment promotion efforts; and
- developing strategies and programs to stimulate investment in specific technologies, or from specific target markets.

Contact: Director
Investment Development
Phone: (403) 422-0567

RESEARCH AND PLANNING

Research and Planning provides research advice and coordination in the ongoing development and administration of Alberta Government policy both in communications, and in science and technology.

Research and Planning is responsible for long-term planning within the Department and for the development of specific plans for the advanced technology sectors. It also provides technical, economic, financial and policy advice to support Department programs and other initiatives.

In addition, Research and Planning provides support to the Minister for administering related acts and statutes.

This unit has administrative responsibility for two Departmental programs, the Alberta-Heilongjiang Science and Technology Exchange Program and the Satellite Dish Grant Program.

Contact: Senior Director
Research & Planning
Phone: (403) 422-0567

H) DEPARTMENT OF TOURISM

Primary activities of the Department of Tourism involve developing Alberta as a major year-round travel destination area; marketing the province as a world class vacation spot; and fostering investment opportunities for the private sector. Alberta Tourism has an important and supportive relationship with the tourism industry, providing everything from financial assistance to marketing support and business counselling. The department works closely with the Travel Industry Association of Alberta (TIAALTA), (403) 250-2760, which represents Alberta's private sector tourism operators.

Alberta Tourism markets the Province of Alberta as a leisure and business travel destination. The Marketing Division addresses the needs of consumer, travel trade and business travel markets through the support of cooperatives, advertising campaigns, travel shows and special promotions.

The Planning Division supports communities, organizations and businesses with planning, upgrading and expansion of tourism facilities. Among its support services are a full range of consulting services and programs including tourism planning, community tourism development and major resort development.

The Business Development Branch of Alberta Tourism works directly with the private sector to promote and develop investment opportunities in the Alberta tourism industry. The Branch is intended to serve as a "business catalyst", providing entrepreneurs with advice and assistance in pursuing new tourism ventures and improving the profitability of existing business operators. The "one-window" approach under which the Branch operates assures quick and efficient service to entrepreneurs.

Department of Tourism
18th Floor, 10025 Jasper Avenue
Edmonton, Alberta T5J 3Z3

Phone:	Marketing	422-0483
	Planning	427-2597
	Business Development	427-4324

I) Alberta Tourism Education Council

The Council's role is to stimulate and integrate the resources of government, industry and education to meet training needs of Alberta's tourism/hospitality industry. By developing a skilled and motivated tourism labor force, the Council seeks to generate an enhanced hospitality image of Alberta as a world-class tourist destination.

The 17-member Council includes representation from industry, education institutions and organizations, and the Alberta government.

The Council is working to establish certification standards for various tourism professions. The goal is to provide a province-wide system of certification that will recognize the efforts of graduates and highlight career paths for current industry employees.

The Council is also developing a comprehensive evaluation process through which proposals submitted for tourism education and training may be reviewed and recommended for funding through the Canada/Alberta Tourism Agreement.

Contact: Executive Director,
Alberta Tourism Education Council
1700 Standard Life Centre
10405 Jasper Avenue
Edmonton, Alberta T5J 3N4
Telephone: (403) 422-0781

J) Department of Agriculture

The Mission of the Department of Agriculture is to support the maintenance and further development of a viable agricultural and food economy in Alberta.

MARKETING SERVICES DIVISION

The Marketing Services Division exists to show leadership in assisting and encouraging the maintenance and development of strong, competitive agriculture and food industries.

Contact:

Director, Marketing Services Division
Alberta Agriculture
7000 - 113 Street
Edmonton, Alberta T6H 5T6
Telephone: (403) 427-3166

Agri-Food and Processing Development Branch
Alberta Agriculture
7000 - 113 Street
Edmonton, Alberta T6H 5T6
Telephone: (403) 427-7325

MARKET DEVELOPMENT DIVISION

The Market Development Division exists to assist Alberta agri-food industries to identify, create and take advantage of domestic and international market opportunities.

Contact:

Director, Marketing Development Division
Alberta Agriculture
7000 - 113 Street
Edmonton, Alberta T6H 5T6
Telephone: (403) 427-4241

K) Department of Federal and Intergovernmental Affairs

The Department of Federal and Intergovernmental Affairs (FIGA) coordinates policy for Alberta's six foreign offices and provides administrative and operational support to the offices. Since the opening of the Alberta House in London in 1948, the Government of Alberta has used its foreign offices - now six in number - to carry forward the Province's interests abroad and to assist Albertans with their business, travel and information needs. Located in London, New York, Los Angeles, Hong Kong, Seoul and Tokyo, staff in these offices work closely with the private sector and Alberta government departments.

Contact:

International Division
Alberta Federal and Intergovernmental Affairs
2200, 10025 - Jasper Avenue
Edmonton, Alberta T5J 1S6

Telephone: (403) 427-6543
Fascimile: (403) 427-6654
Telex: 037-3300

ALBERTA'S FOREIGN OFFICES

THE ROLE OF THE FOREIGN OFFICES

Alberta's foreign offices play a key role in the Province's economic development and diversification plans and help Alberta companies to increase their rate of success abroad. In 1988, Alberta exported $13 billion worth of goods to over 74 countries, an increase of 10 percent from 1987. In 1989, the prospects for Alberta's economic and international profile appear to be even brighter than in past years as the Province's foreign offices become more active in assisting Alberta businesses and citizens.

OBJECTIVES

- to promote the sale of Alberta products and services in their respective regions;

- to encourage and secure investment and, where appropriate, business immigration to contribute to the province's economic development and growth;

- to provide information and advice to Alberta businesses on trends, developments and competitors to help shape trade and investment strategies;

- to enhance the awareness and understanding of the province by developing a profile in the region;

- to promote Alberta's natural beauty and attractive recreational facilities as a tourism destination; and

- to promote scientific, cultural and academic exchanges that stimulate new ideas and enhance the development of our own scientists, artists and teachers.

SERVICES PROVIDED

Although the size and mandate of each of the foreign offices varies, they generally provide the following services:

- identify market opportunities and foreign joint ventures;

- arrange appointments for Alberta businesses with key contacts in the region and do follow-up on these meetings;

- assist private sector and government officials to arrange promotional activities and trade shows;

- assist Alberta businesses to gain an understanding of foreign cultures and their business environment;

- provide assistance and advice on any language or cultural factors; and

- provide information on office space and administrative support to Alberta companies. In some cases, they may offer limited services in these areas.

LOCATIONS

LONDON (United Kingdom and Europe)

Established in 1948, Alberta House in London was Alberta's first foreign office. It is responsible for pursuing Alberta's interests in continental Europe as well as the United Kingdom. While it has a broad focus, Alberta House concentrates on securing investment from the United Kingdom and Germany; on expanding our trade and joint venture opportunities in Europe; and on attracting European tourists to Alberta.

Alberta House
#1 Mount Street
London, England
W1Y 5AA

Telex: 51-23461+
Facsimile: 011-441-629-2296
Telephone: 011-441-491-3430

NEW YORK (United States)

The New York office, opened in 1982, is responsible for pursuing Alberta's interests in the United States in general, particularly in Washington and the mid-western and eastern states. Its primary emphasis is on securing investment from the United States by maintaining close ties with the New York financial community. It also monitors political and economic developments in Washington, D.C., assessing those issues which have an important impact on Alberta - for example, oil and gas regulatory decisions, agricultural legislation and a number of specific trade issues.

Alberta Government Office
27th Floor, General Motors Building
767 Fifth Avenue
New York, New York 10153
U.S.A.

Facsimile: (212) 759-3682
Telephone: (212) 759-2222

LOS ANGELES (Western United States)

Alberta's second office was established in Los Angeles in 1964. The staff focus their activities on the western United States and direct their efforts toward trade, investment and joint venture opportunities in a wide variety of areas, particularly energy and high technology, and on promoting tourism from the region.

Alberta Government Office
Suite 3535
333 South Grand Avenue
Los Angeles, California 90071
U.S.A.

Facsimile: (213) 626-2107
Telephone: (213) 625-1256

TOKYO (Japan, Korea)

Opened in 1969, the Tokyo office has overall responsibility for Alberta's activities in Japan and Korea. The pursuit of trade and investment opportunities in energy, food and manufacturing sectors are key priorities. Office staff also pursue investment and technology transfers and promote tourism and cultural exchanges. The office plays an important role in special relationships with the provinces of Hokkaido in Japan and Kangwon in Korea.

Alberta Government Office
8th Floor, Akasaka Oji Building
1 Akasaka, 8-Chome, Minato-ku
Tokyo 107, Japan

Telex: 72-38543+
Facsimile: 011-81-3-470-3939
Telephone: 011-81-3-475-1171

SEOUL

Opened in early 1989, the office has operating responsibility for expanding Alberta's economic and other links with Korea, one of this province's most important export markets in the Asia-Pacific region.

Alberta Government Office
Suite 400, Leema Industrial Company Ltd.
146-1, Soosong-Dong
Chongro-ku
Seoul 100-140, Korea

Telex: K29321 or K22652
Facsimile: 011-82-2-733-1028 or 011-82-2-793-0905
Telephone: 011-82-2-733-1021

HONG KONG (Hong Kong, China, Southeast Asia, Australia, New Zealand)

Established in 1980, Alberta's Hong Kong office has the important responsibility of promoting Alberta's interests in Hong Kong and the People's Republic of China, as well as in Southeast Asia, Australia and New Zealand. The office concentrates on increasing trade opportunities in the entire region, and on attracting investors and business immigrants, particularly from the Hong Kong area.

Alberta Government Office
Rooms 1003-4, Admiralty Centre
Tower Two, Harcourt Road
Central Hong Kong

Telex: 802-61961
Facsimile: 011-852-5-298-115
Telephone: 011-852-5-284-729

FOR MORE INFORMATION

For more information on Alberta's foreign offices please contact:

ALBERTA FEDERAL AND INTERGOVERNMENTAL AFFAIRS

International Division
2200, 10025 Jasper Avenue
Edmonton, Alberta
T5J 1S6

Telex: 037-3300
Facsimile: (403) 423-6654
Telephone: (403) 427-6543

Alberta Economic Development and Trade

12th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta
T5K 2P6

Telex: 037-2197
Facsimile: (403) 427-0487
Telephone: (403) 422-6236

INVESTMENT OPPORTUNITIES IN ALBERTA

Expansion and diversification of the process and manufacturing industries in Alberta is actively encouraged. It is Alberta Government policy to encourage local processing of resources to obtain maximum employment and investment benefits from resource up-grading as a means to achieve the goal of further diversification.

Manufacturing volume has risen steadily over the past decade, particularly in sectors such as petroleum refining, chemical and chemical products, metal fabrication/machinery, food processing and beverage sectors where expansion has closely related to energy resources development, new construction, and population growth in the Province. The foundation for further diversification of Alberta industry has been established. Furthermore, Alberta is at the centre of the growing Western Canadian market and is located favourably to supply the north-western United States markets.

Several process and manufacturing industry development opportunities are available for direct investment, joint venture or licensing. Opportunities have been identified in the following areas.

CONVENTIONAL CRUDE OIL

Alberta's 1988 production of crude oil and equivalent amounted to 1.6 million barrels per day, 83 per cent of the country's oil production. About three quarters of this production is exported to other Canadian provinces and into the U.S. The balance is refined or consumed within Alberta.

Overall market prospects are excellent. The province's proximity to the large U.S. market ensures continued market growth. The free trade initiative between Canada and the United States confirms Canada's present policy in energy, which is based on world prices and essentially free markets within North America.

Alberta's extensive pipeline system covers more than 112,000 miles within the province, and is a vital factor in oil and natural gas prospects. Pipelines connect in all directions, supplying eastern Canada, part of British Columbia and a substantial part of the U.S.

ENHANCED OIL RECOVERY

Alberta is a world leader in enhanced oil recovery (EOR) - the use of highly complex techniques to improve recovery rates from partially depleted reservoirs. Water injection, commonly referred to as secondary recovery technology, is the most common EOR method and is common practice in Alberta oil fields.

The Government of Alberta is committed to the development and implementation of EOR projects. The principal provincial EOR program essentially reduces current royalties payable in exchange for future royalties from the incremental production derived from the miscible flood. This is termed "4.2 Relief" after the section of the Petroleum Royalty Regulations on which it is based.

HEAVY OIL

Heavy oil is thick and viscous. A major market of heavy oil is asphalt used for highway paving, shingles and roofing tar.

Remaining established reserves of conventional heavy oil in Alberta contain an estimated 334 million barrels. Only a small percentage, however, is recoverable by primary methods. Thermal projects are in operation which use and develop new technology to recover heavy oil.

Most heavy oil is exported to the U.S. Midwest. With upgrading facilities to turn heavy oil into lighter conventional oil for refining, Alberta refineries would be assured of a compatible feedstock as conventional light crude oil supply declines. Industry and government interest in this aspect of energy development is increasing.

NATURAL GAS

Alberta accounts for 86 percent of Canada's production of natural gas.

Approximately 75 percent of Alberta's natural gas production is exported to eastern Canada and the U.S. The balance is used in Alberta for heating, generation of electricity and as petrochemical feedstock.

Market prospects look especially promising. As Canadian natural gas exports have become deregulated, Alberta producers have been able to price competitively in the key markets of California and Midwest states such as Illinois and North Dakota.

Natural gas requires processing to separate various components, which can include ethane and other natural gas liquids, as well as methane, the natural gas used for most heating. Demand is on the upswing for natural gas liquids, used for a variety of purposes, including feedstock and dilution of crude oil in pipelines.

Sulphur, produced from the hydrogen sulphide removed from raw natural gas streams, is of growing importance. Alberta's sulphur is shipped world-wide and accounts for about 45 percent of the world's sulphur trade. The 1988 average world price for sulphur was $75.80/tonne; revenue to producers reached $583 million.

OIL SANDS

Oil sands development is progressing rapidly in terms of productivity, reliability and efficiency, both for surface mining and in situ extraction.

The drive to use new technology to reduce unit costs and improve reliability in surface mining is showing marked results. In 1989, Syncrude produced synthetic crude oil at an operating cost of $15 per barrel and recovery factors of up to 92 percent are being attained for surface mines. These facts are a tribute to Alberta's skill in the extraction of high-quality oil from sands.

The market for oil sands production is promising. Synthetic crude and bitumen output have risen rapidly over the last five years, with U.S. Midwest refiners taking the largest portion. Direct pipeline connections into Chicago position the province well to compete in this large market.

PETROCHEMICALS

Alberta already has a moderate sized petrochemical industry based on plentiful supplies of hydrocarbon resources. This industry is competitive in international markets and offers future investment opportunities for the manufacture of additional ethylene derivatives. These could be made from ethylene purchased from existing, announced and potential world scale crackers based on ethane or from captive facilities built in conjunction with derivative plants. Significant volumes of other natural gas liquids and refinery off-gases offer other upgrading opportunities.

Alberta's position as Canada's major source of natural gas and as the world's largest source of export sulphur has led to the development of a large fertilizer industry which serves most of western Canada and much of the U.S. northeast. These strengths, and markets are expected to continue to grow, and will place Alberta in an increasingly advantageous position for fertilizer manufacture.

NON-COMMODITY CHEMICALS

Western Canada's resource based economy coupled with the availability of products and by-products from Alberta's petrochemical industry suggest some attractive opportunities for non-commodity chemical manufacture. Surfactants based on ethylene oxide, products based on sulphur, agricultural chemicals, amines and styrene derivatives are examples of products that could benefit from the availability within Alberta of raw materials, skilled personnel, and infrastructure that have developed as a consequence of Alberta's petrochemical, refinery, and oil and gas industries. Western Canadian markets for these and other specialty products in the oil and gas, agricultural, pulp and paper, and mining industries are currently largely served by imported products and represent excellent opportunities for local Alberta manufacturers.

METALS AND MINERALS

The November, 1989 start up of the first phase of a 62,500 tonne per annum magnesium production facility near Calgary affords an opportunity for die casters to locate nearby and save melting and material costs. Titanium producers too, could attain capital and operating costs savings.

Operations producing bitumen from the Athabasca oil sands create unique opportunities for mineral recovery through further processing. Vanadium pentoxide will be produced from an oil sands plant waste stream by a facility now under construction. Other minerals which might be recovered in the future from oil sands plant waste streams include titanium dioxide, zirconium dioxide, gold and alumina.

Other recommended areas of development opportunity for the metal and minerals industry in Alberta include catalyst, heavy metals, alloy and special steels, flat-rolled steel products (hot or cold-rolled, galvanized or coated), structural shapes, wire rod, speciality pipe, manganese/abrasion-resistant steel castings, valve and pump.

FOOD INDUSTRY

The food and beverage industry is the dominant industry in Alberta manufacturing, accounting for over $4 billion, more than one quarter of Alberta's total manufacturing. There are opportunities for further development of the food processing industry in Alberta due to Alberta's solid base of agricultural resources, economic diversification, growing Western Canadian food market and favourable transportation factors in serving the western market.

Further development of the food processing industry in Alberta is encouraged by the provincial government as part of its strategy to diversify and strengthen the Alberta economy. Following are suggested areas for development in the secondary and tertiary food sub-sectors of the Alberta industry.

Frozen Foods - prepared poultry, prepared meat entrees, frozen baked goods products, baked desserts, prepared complete dinners, pasta dishes, ethnic foods and gourmet oriented foods.

Specialty foods - meat products (flaked meats, fabricated meat, specialty sausages, pate, prepared meat products for food service markets), snack food-crackers, specialty cheeses, salad dressings, spreads, soups, condiments, vegetable protein items, biscuits, confectionary, beverages.

FOREST INDUSTRY

The vast forest resources in Alberta and its well established primary forest industry afford numerous investment opportunities in the forest industry.

The forestry sector, with lumber, panelboard (plywood, oriented strandboard and medium density fibreboard), bleached kraft softwood pulp, and chemi-thermo-mechanical pulp, contributes about $1.0 billion annually to the Alberta's gross domestic product and provides over 10,000 direct jobs. With the completion of new projects in newsprint and pulp, its contribution to the Alberta economy will increase significantly.

Alberta is well known for its accommodative investment climate. Together with the special characteristics of the province's forest resources, it creates an excellent environment for investment in the forest industry characterized by, among other factors, high quality forest resources with arguably the lowest wood cost in North America, relatively low energy costs, and research and development support.

Investment opportunities are quite diverse. They include primary manufacturing of pulp and lumber, and value-added manufacturing of paper (including newsprint), specialty lumber and panelboard products (plywood, laminated veneer lumber, waferboard and particleboard).

Substantial investment activity has already taken place in the province's forest industry in recent years. Major investment projects completed, currently underway or announced recently include two chemi-thermo-mechanical pulp mills, a newsprint mill, two bleached kraft pulp mills, and three sawmills.

AGRICULTURAL MACHINERY

Alberta is an annual half billion dollar market for the farm implement industry. Its farm implement manufacturers currently export 60% of provincial production outside the province, primarily to the other prairie provinces and north western U.S. - testimony to the durability of the Alberta product, the service provided by its companies and stability of the industry. Many of the products produced are recent and innovative steps toward greater agricultural productivity - efficient solutions to productivity problems.

Investment opportunities for the following types of agricultural implements exist in the province - cultivators, self propelled and high capacity output sprayers, fertilizer applicators - both liquid and solid, complete grain handling, tilling and cleaning systems, hay handling and storage systems, rotary and pull type combines, swathers and direct cutting machines, irrigation systems, wear parts. Innovative electronic control systems and irrigation systems are also manufactured and provide excellent investment opportunities.

ENGINEERING CONSULTING AND CONSTRUCTION

Alberta has a strong engineering and construction industry which is a significant advantage to locating industrial and commercial projects in the Province. Alberta's development of natural resources has, from time to time, created opportunities in certain disciplines and specialties such as chemical and process engineering, special electronics, mining, forest products, machinery design, tool and die engineering, and coal conversion technology.

Some potential opportunities might exist in specialty areas like pipe stress analysis, rotating machinery, heavy oil upgrading and extraction process technology, energy conservation technology, forest products, food processing and mineral processing plants and energy recovery systems.

FURNITURE

The institutional and office furniture manufacturing sector is gaining prominence and Alberta is identified as the hub of Western Canada and the Pacific Northwest.

The furniture sector requires local availability of product components such as molded foam products, hardware and related parts. Opportunities in finished product areas including furniture to meet needs of computer and other electronic hardware within the office environment, institutional and residential.

CONSUMER PRODUCTS INDUSTRY

This industry consists of over 350 companies accounting for over $650 million in manufacturers value of shipments, which constitutes over 2% of Alberta's total shipments. Alberta consumer product manufacturers employ over 6,000 workers or 8% of Alberta's manufacturing sector.

Immediate opportunities for development in the consumer products industry are in textiles (fabrics), clothings and soap products.

Medium term opportunities exist in sporting goods, hardware and plastic housewares, footwear products, toys and games, small household and garden appliances, and commercial products and packaging.

MACHINERY, METAL FABRICATION, AND TRANSPORTATION EQUIPMENT

These sections account for 20% of the value added in the manufacturing sector. They have a profile of strong stable growth which has resulted in an industry with adequate physical, human and financial resources.

While the sections have developed to supply the needs of the Oil and Gas industry they are becoming increasingly diversified. This in turn has created investment opportunities to support expansion of markets and development of new products.

Areas of possible investment or joint venture include: forest industry equipment; components for heavy transportation equipment; water treatment equipment; environmental or recycling technology; specialty oil field tools; and pipe fittings and valves.

PLASTICS

The plastics processing industry in Alberta is well diversified and expanding rapidly. Advantages of an Alberta location include local availability of a variety of plastic resins and favourable transportation costs to serve Western Canadian and Northwest U.S. markets.

Import replacement and product substitution continue to offer new possibilities for plastics manufacturing. Specific investment cpportunities may be found in such areas as construction products, medical products, food and beverage containers, agricultural film, pipe, composites, plastics recycling, and many others.

BIOTECHNOLOGY

Biotechnology is identified as a key area of opportunity for economic growth and a major player in Alberta's diversification efforts. Through the Department of Technology, Research and Telecommunications, the Alberta Government has and continues to develop and promote initiatives that benefit our biotechnology industries. Today, the Province has developed recognized strengths in applying biotechnology to the pharmaceutical and health care fields, agriculture and the food processing industry. Alberta's biotechnology firms are exporting their products and processes to the United States, Western Europe, the Pacific Rim and the Soviet Union.

Specialized facilities include the Biotechnology Pilot Plant, one of only three in North America. It offers 37,000 litres of fermentation capacity for technology scale-up to bring biotechnology to commercial production. Research and development support, including funding, is available through joint research ventures and contract research with this and other members of Alberta's scientific infrastructure. Also available is funding assistance from the Alberta Heritage Foundation for Medical Research (AHFMR) and from venture capital firms such as Vencap Medical Ventures. Technology commercialization assistance is available through Alberta Technology, Research and Telecommunications.

ELECTRONICS

The electronics industry in Alberta benefits from our excellent supply of highly trained people from the province's universities and technical institutes. Close cooperation between universities, research organizations and industry is helping to keep Alberta firms at the forefront of technology.

The industry is supported by infrastructure organizations such as the Electronics Test Centre, The Alberta Micro-Electronic Centre, The Alberta Telecommunications Research Centre and The Alberta Laser Institute.

The Alberta electronics industry also benefits from a stable supply of electric power at competitive rates.

Opportunities exist for the manufacture of telecommunications, telemetry, computing, control, biomedical, aerospace and defence electronic equipment.

INFORMATION TECHNOLOGIES

Information technologies, both in hardware and software developments, benefit from Government research, development and commercialization support and from available design, research and manufacturing facilities and expertise.

Microchip design and manufacturing capabilities, including specialized facilities for Application Specific Integrated Circuits (ASIC), are well established in the province. Research, design and commercialization assistance is also available for robotics, automation and other advanced manufacturing products and processes. In software development, the Alberta Research Council offers expertise in Land Related Information Systems, Geographic Information Systems and in expert systems with applications to education, weather forecasting and emergency situation management. Software design and commercialization is supported wherever available resources and potential markets make such support feasible.

Alberta is active in supercomputing. Myrias Corporation designs and builds parallel-processor supercomputers for commercial sale; a Myrias supercomputer has been made available to various research centres. The Supercomputer Project provides research and training in vector computing technology including application software. The Project provides supercomputer research and capability to university and industry clients.

TELECOMMUNICATIONS

Alberta's telecommunications industry has grown tremendously, fueled by the needs of the energy sector and the long distances between urban areas. Cellular telephones, network management, distance learning, SCADA (Supervisory Control and Data Aquisition) systems and avionics are some areas of specialty. Today, 96 percent of the telecommunications products manufactured in the province are exported to clients in the United States, the Pacific Rim, South America and other areas world-wide. Telecommunications history in the Province is a list of national and international industry firsts.

New developments are supported by unique research and testing facilities, including the Alberta Telecommunications Research Centre, a cooperative effort between government, industry and academia. The Electronics Test Centre provides testing services to national and international certification standards.

The Department of Technology, Research and Telecommunications ensures that public policy supports a high quality, affordable communications system for all Albertans. As part of this mandate, the Department administers the Individual Line Service Program, an Alberta Government initiative to ensure private telephone lines to rural Albertans. Together, Alberta's two carriers, Alberta Government Telephones (AGT) and Edmonton Telephones, form the second largest communications system in Canada.

AEROSPACE

Having already emerged as a respected participant in Canadian and international aerospace markets, Alberta has yet to realize its potential. Initiatives to achieve lasting regional industrial benefits through aerospace projects are creating attractive market opportunities for Alberta companies. The Alberta Government actively promotes the establishment and expansion of high-technology companies serving the aerospace industry.

HEALTH CARE PRODUCTS

Alberta offers several important advantages to research and scientific related investments. The Alberta Heritage Foundation for Medical Research is responsible for attracting world class scientific researchers providing a high level of investigative activity and support for health care industries.

Excellent opportunities exist in the field of human and veterinary pharmaceuticals, fine chemical production, biologicals, and diagnostics. Major new health care facilities in Alberta's cities and rural areas provide an established market base for medical and surgical devices, hospital equipment and supplies, physiological monitoring equipment, and electronic medical devices. Other opportunities include human pharmaceuticals and dietary products, medical and surgical devices, veterinary pharmaceuticals, equipment and feed additives, fine pharmaceutical grade chemicals, ambulance and emergency equipment, biologicals and diagnostics (including blood fractionating products), electronic medical devices, physiological monitoring equipment, and general hospital equipment and supplies.

FILM INDUSTRY

Alberta has gained prestige as a versatile location with its varied landscape and terrain. It has attracted an impressive number of film and television producers of international stature to choose the province as a production location.

In establishing and maintaining a healthy motion picture industry there are co-production opportunities for theatrical feature films, made for TV films, made for network television (cable) production, documentary and commercial productions, and associated service facilities such as labs, sound studio equipment rentals and catering.

TOURISM

Alberta's Tourism industry is expected to grow to a $10 billion industry by the year 2000. A combination of geographical uniqueness ranging from the Rocky Mountains, to the Badlands, to the lakes and forests of Northern Alberta create a number of diversified development opportunities for tourism businesses.

Investment opportunities exist for world class destination resorts in the Eastern Slopes of Alberta's Rocky Mountains. Additional significant opportunities are emerging to capitalize upon the family vacation market, the growth of the golf industry, and the positioning of world class museums and historic sites in the Dinosaur Badlands and the Native Indian Head-Smashed-In Buffalo Jump.

For further information on opportunities in Alberta, contact should be made with the following Alberta Economic Development & Trade office:

Managing Director
Investment Promotion Branch
Alberta Economic Development & Trade
12th Flr., Sterling Place, 9940 - 106 Street
Edmonton, Alberta T5K 2P6

Telephone: (403) 422-6236
Telex: 037-42815

OTHER SOURCES OF VENTURE CAPITAL

Although the term "venture capital" has only recently become familiar to most people, the investment of unsecured funds in rapidly growing private companies has been popular for many years. In North America, venture capital has evolved from groups of wealthy individuals looking for profitable investment opportunities, to small "institutions" staffed by highly trained professionals with specialized interests ranging from technology start ups to leveraged buyouts. Today more than ever, capital markets are specializing in response to market needs.

Following are some venture capital companies active in Alberta:

AEONIAN CAPITAL CORPORATION
Suite 3100, 205-5th Avenue S.W.
Calgary, Alberta T2P 2V7
Telephone: (403) 264-4394
Contact(s): C.A. Smith, Drew Burgess

Type of Investments:	Start ups and turnarounds
Industries:	Chemical, film, forest products, industrial manufacturing, mining, oil and gas
Dollar Size:	Up to $1,000,000
Type of Companies:	Public; private; partnerships and joint ventures
Type of Instruments:	Common shares, preferred shares, debentures, warrants or rights

Percentage range is 25% to 50%. Directorships are required. Consulting fees are charged. Geographical preference: Canada and U.S.A.

Confirmed: June/89

ALBERTA OPPORTUNITY COMPANY - Venture Funding Division

Suite 1405, Canada Trust Tower
10104 - 103 Avenue
Edmonton, Alberta T5J OH8
Telephone: (403) 428-6118
Contact: John D. Kennedy

790 Southland Tower
10655 South Port Road, S.W.
Calgary, Alberta T2W 4Y1
Telephone: (403) 297-6437
Contact: Gordon Taylor

Type of Investments: Start ups and expansions

Industries: Chemical; electronics; communications; EDP hardware manufacturing; EDP software; forest products; industrial manufacturing; medical/healthcare; and recreation/tourism.

Dollar Size: Range $250,000 - $3,000,000

Type of Companies: Private companies only.

Type of Instruments: Common shares, preferred shares, debentures with bonus interest, warrants or rights and common shares

Percentage range is 20% to 49%. Directorships are required.
Geographical preference: Alberta.

Confirmed: June/89

ALTA-CAN TELECOM INC.

Floor 26H, 411-1st Street S.E.
Calgary, Alberta T2G 4Y5
Telephone: (403) 231-8535
Telefax: (403) 266-5226
Contact(s): M. Raymont, D.F. Campbell, T.L. Umbach, M. Leonard

Type of Investments: Research and development, start ups, turnarounds, expansions, leveraged buyouts, joint ventures and technology transfer

Industries: Electronics manufacturing and distribution with emphasis on telecommunications, microelectronics product development and software. Invest only in technology situations

Dollar Size: $200,000 - $2,000,000

Type of Companies: Public, private and partnership; joint ventures

Type of Instruments: Common shares, preferred shares; debenture with bonus interest, warrants or rights.

Percentage range is open. Geographical preference: Western Canada and the North West United States of America

Confirmed: June/89

ANSWER CORPORATION INTERNATIONAL CONSULTING LTD.
Corporate Division
750 Royal Trust Tower, Edmonton Centre
Edmonton, Alberta T5J 2Z2
Telephone: (403) 424-4934
Telefax: (403) 424-5374
Contact: Dean Goddard

Type of Investments: Start-up, turnarounds and expansion.

Industries: Any industry considered, evaluated individually.

Dollar Size: $50,000 - $125,000,000.

Type of Company: Public, private and partnership; joint venture.

Type of Instruments: Common shares and preferred shares.

Percentage range is open. Geographical preference: Canada and U.S.

Confirmed: June/89

CANCOM VENTURES INC.
1623 Canada Trust Tower
10104 - 103 Avenue
Edmonton, Alberta T5J 0H8
Telephone: (403) 429-1726
Contact: David Edgar, L.D. Peters

Type of Investments: Leveraged buyouts; expansions; working capital and joint ventures.

Industries: Any industry will be considered excluding real estate

Dollar Size: $500,000 maximum

Type of Companies: public, private and partnership

Type of Instruments: Common shares, preferred shares, debenture with bonus interest, warrants, rights, convertible deventures, options

Percentage range is negotiable. Directorships are required.
Geographical preference: Alberta.

Confirmed: June/89

CAPITAL MARKETS WEST INC.
885 Terrace Plaza
4445 Calgary Trail South
Edmonton, Alberta T6H 5R7
Telephone: (403) 436-9330
Contact: Edward Clark, Kerry Brown

Type of Investments: Start-up; seed capital.

Industries: All industries except real estate and oil and gas drilling. Oil and gas servicing companies are acceptable.

Dollar Size: Up to $400,000.

Types of Companies: Public; private.

Types of Investments: Common shares; preferred shares; debenture with bonus interest, warrants or rights, and common shares.

Percentage: Range is 10-49%. Directorships are required. Geographic area is Alberta.

Confirmed: June/89

CAVENDISH INVESTING LTD.
2850 Bow Valley Square 2
205 Fifth Avenue S.W.
Calgary, Alberta T2P 2V7
Telephone: (403) 269-6795
Telefax: (403) 265-2887
Contact: R. A. N. Bonnycastle

Type of Investments: Expansion capital, leveraged buyouts, typically alongside management

Industries:	High technology (data processing, office automation, micro-electronics), industrial manufacturing, proprietary services and retailing
Dollar Size:	$500,000 plus
Type of Companies:	Public, private and partnership
Type of Instruments:	Common shares, preferred shares, debenture with bonus interest, warrants or rights and common shares

Percentage range is open. Geographical preference: Canada and U.S.A.

Confirmed: June/89

THE CHURCHILL CORPORATION
2300 Scotia Place
10060 Jasper Avenue
Edmonton, Alberta T5J 3R8
Telephone: (403) 424 - 8230
Contact: Emile L. Beaudry

Type of Investments:	Expansion capital; merchant banking; leveraged buyout
Industries:	Construction and construction related; resource services and transportation
Dollar Size:	$1,000,000 - $20,000,000
Type of Companies:	Public, private or partnership
Type of Instruments:	Common shares; preferred shares; and debentures

Percentage range is 51% to 100% maximum. Directorships are required.
Geographical preference: Western Canada

Confirmed: June/89

CONGRESS RESOURCES INC.
Suite 505, 1550 - 8th Street S.W.
Calgary, Alberta
T2R 1K1
Telephone: (403) 229-3200
Telefax: (403) 229-3742
Contact: R. J. Kimoff

Types of Investment:	All investment forms considered.
Industries:	Resources, service, secondary manufacturing, retail
Dollar Size:	$100,000 - $1,000,000
Type of Companies:	Private; partnerships
Type of Instruments:	Equity financing

51-100 percentage ownership required. Prefer passive management and operating control. Geographical preference: Alberta and Western Canada.

Confirmed: June/89

FEDERAL BUSINESS DEVELOPMENT BANK

Venture Capital Division
700, 601 West Hastings Street
Vancouver, B.C.
V6B 5G9
Telephone: (604) 666-7815
Contact: Mr. Derek Douglas

Suite 606, Metropolitan Place
10303 - Jasper Avenue
Edmonton, Alberta
T5J 3N6
Telephone: (403) 495-2277
Contact: Mr. Ron Bass

Type of Investments:	Direct investment in start-ups, expansions, mezzanine, financing, leveraged buyouts and turnarounds. Emphasis is on early stage investments.
Industries:	No sectoral preferences. Each case evaluated on its own merits.
Industries Excluded:	Real estate; oil and gas development; mining; banking and mutual funds.
Dollar Size:	No specific limit. Ranges from $100,000 to $5 million. Average investment is $500/750,000.
Type of Companies:	Private

Type of Instruments: Common shares; preferred shares; and debentures with participating interests (options, warrants, etc.)

Percentage range is 15% to 45%; directorships and shareholders' agreements required; syndication is strongly encouraged; will invest anywhere in Canada.

Confirmed: June/89

FEMCO FINANCIAL SERVICES INC.
1790, The Standard Life Centre
10405 Jasper Avenue
Edmonton, Alberta
T5J 3N4
Telephone: (403) 428-1556
Contact: William Henning

Type of Investments: Start-ups, turn-arounds, expansions, and levered buyouts

Industries: Most industries considered.

Industries Excluded: Hotels and residential real estate

Type of Companies: Public, private, and partnership

Type of Instruments: Common shares; preferred shares; debentures with bonus interest, warrants, rights, convertible debentures, and options

Percentage range is negotiable. Directorships are required.
Geographical preference: Alberta.

Confirmed June/89

FIRST CANADA CAPITAL CORPORATION
4222 - 97 Street
Edmonton, Alberta T6E 5Z9
Telephone: (403) 462-8021
Contact: Richard Caron

Type of Investments: Start-ups; expansions; turnarounds; and leveraged buyouts.

Industries: All industries except oil and gas drilling. Preference for high tech; process development; food related; and tourism related companies.

Dollar Size:	$500,000 - $10,000,000.
Type of Companies:	Public; private and partnerships
Type of Investments:	Common shares; preferred shares; debenture with bonus interest; warrants or rights and common shares.
Percentage:	Range to 100%. Directorships required. Geographic preference global.

Confirmed: June/89

GOLD BAR DEVELOPMENTS LTD.
P.O. Box 3160
Edmonton, Alberta
T5J 2G7
Telephone: (403) 420-6666
Contact: Adrian Newman

Type of Investments:	Start ups and turnarounds
Industries:	Chemical, communications, EDP hardware manufacturing, EDP software, and industrial manufacturing.
Dollar Size:	$100,000 - $1,000,000
Type of Companies:	Public, private and partnerships
Type of Instruments:	Common shares, and preferred shares

Directorships are required. Geographical preference: Canada and U.S.A.

Confirmed: June/89

MANVEST LTD.
840 - 6 Avenue S.W.
Calgary, Alberta T2P 2M7
Telephone: (403) 294-5444
Telefax: (403) 262-1369
Contact: Bill Robinson

Type of Investments:	Expansions and start-ups
Industries:	No particular favourites, a generalist portfolio. No oil and gas development.

Dollar Size: Investments of approximately $1,000,000 - $2,000,000 preferred.

Type of Instruments: Common shares; convertible debentures

Minority equity positions preferred. Geographical preference: North America. Directorships are required.

Confirmed: June/89

NATIVE VENTURE CAPITAL CO. LTD.
202, 11738 Kingsway Avenue
Edmonton, Alberta
T5G OX5
Telephone: (403) 453-3911
Contact: Milt Pahl

Type of Investments: Start up; turnaround; expansion; and levered buyout

Industries: Chemical; computer related; communications; forest products; industrial manufacturing; mining; oil and gas; publishing; retail; wholesale and transportation

Dollar Size: Up to $300,000

Type of Companies: Public, private and partnerships

Type of Instruments: Common shares; preferred shares; debenture with bonus interest, warrants or rights and common shares

Percentage range is 10% to 49%. Directorships are required, depending on size. Mandate is to invest in majority owned native business, new or existing in Alberta.

Confirmed: June/89

PETERS AND COMPANY CAPITAL LIMITED
200, 140 - 4th Avenue, S.W.
Calgary, Alberta T2P OX1
Contact: James T. Grenon, Ronald P. Mathison, N. Murray Edwards

Type of Investments: Workouts, turnarounds, expansion, reorganizations, leveraged buyouts and unique situations.

Industries:	Any industry will be considered.
Dollar Size:	$500,000 - $10,000,000
Type of Companies:	Private, public or partnership.
Type of Instruments:	Common shares, preferred shares, debentures, convertible instruments.

Percentage range is 25 - 50%. Directorships required. Consulting fees may be charged. Geographical preference is Western Canada.

Confirmed: June/89

SPURT INVESTMENT FUND I (A Limited Partnership)
c/o Alta-Can Telecom Inc. (General Partner)
Flr. 26H, 411 - 1 Street S.E.
Calgary, Alberta
T2G 4Y5
Telephone: (403) 231-8535
Telex: 03-821172 CGY
Telefax: (403) 266-5226
Contact: Terry Umback, M. Leonard, D.F. Campbell

Type of Investments:	Research and development; seed and early stage capital.
Industries:	Advanced technology product with high growth potential and world market
Dollar Size:	$75,000 - $250,000
Type of Companies:	Private companies; partnerships.
Type of Instruments:	Common shares; preferred shares; debentures

Percentage range is of no concern. Directorships are required. Geographical preference: Alberta.

Confirmed: June/89

VENCAP EQUITIES ALBERTA LTD.

Suite 1980, Manulife Place
10180 - 101 St.
Edmonton, Alberta T5J 3S4
Telephone: (403) 420-1171
Contact: R.A. (Sandy) Slater

2000 Trimac House
800 - 5 Avenue S.W.
Calgary, Alberta T2P 3T6
Telephone: (403) 237-8101

Type of Investments:	Start ups, turnarounds, expansions and leveraged buyouts
Industries:	Will look at most opportunities.
Industries Excluded:	Oil and gas exploration and development, real estate, banking, mutual funds and finance, nuclear power and water diversion.
Dollar Size:	$150,000 - $15,000,000
Type of Companies:	Public, private and partnership
Type of Instruments:	Common and preferred shares.

Percentage range is 5% to 49%. Directorships are preferred. Consulting fees may be charged. Geographical preference: Alberta. Investment opportunities outside Alberta will be considered which are of ultimate benefit to Alberta and/or Albertans.

Confirmed: June/89

VENTURE CAPITAL CLUB OF EDMONTON SECRETARIAT

c/o Clarkson Gordon
1800 Esso Tower, Scotia Place
10060 Jasper Avenue
Edmonton, Alberta T5J 3R8
Telephone: (403) 423-5811
Telefax: (403) 428-8977
Contact: Rick Cormier, Pam Alloway

Type of Investments:	Turnarounds, expansions and leveraged buyouts.
Industries:	Generally all industries included. Not acceptable oil and gas development; real estate; banking and finance.

Dollar Size:	$100,000 - no maximum.
Type of Companies:	Public, private and partnerships.
Type of Instruments:	Varies with each Venture Capital Club members investment requirements.
Percentage:	Any % to an outright buyout. Directorships usually required. Geographic preference.

Persons seeking venture capital funds should be aware that the Venture Capital Club of Edmonton is not itself a financial lending institution. The Club is made up of individual investors whom meet on a regular basis to review investment opportunities submitted to the Secretariat.

Confirmed: June/89

BIBLIOGRAPHY

ALBERTA ECONOMIC DEVELOPMENT & TRADE PUBLICATIONS

Alberta Aerospace

Alberta Architects Index

Alberta Electronics Directory

Alberta Exporters Index, Oil & Gas Equipment Manufacturing

Alberta Farm Implement Buyers Guide

Alberta International Trade: Country Profiles and Export Performance 1986

Alberta Investment Guide

Alberta Manufacturers Index

Alberta Oil and Gas Equipment - Manufacturers and Exporters Index 1987

Alberta Profile (English, French, German, Spanish, Arabic, Chinese, Japanese and Russian versions)

Alberta Training Services Index

Alberta Venture Magazine

Annual Report - Alberta Economic Development and Trade

B.O.S.S. (Business Opportunities Sourcing System)

Building Business Abroad

Consulting Index - Alberta Engineers, Geologists and Physicists

Equine Manufacturing and Services Index

Exporting to the United States

Fashion Alberta Directory

Financial Programs - Guide for Alberta Exporters

Introduction to International Marketing

Processed Food Industries

Software Industry Directory

The Province of Alberta - A Brief Overview

SMALL BUSINESS AND INDUSTRY DEVELOPMENT PUBLICATIONS,

ALBERTA ECONOMIC DEVELOPMENT AND TRADE

1. Starting a Small Business in Alberta
2. Financing a Small Business in Alberta
3. Marketing for a Small Business in Alberta
4. Operating a Small Retailing Business in Alberta
5. Operating a Small Manufacturing Business in Alberta
6. Operating a Small Service Business in Alberta
7. Bookkeeping for a Small Business in Alberta
8. Buying a Small Business
9. Buying a Small Business Franchise

OTHER SMALL BUSINESS PUBLICATIONS

Alberta Locations Prolife (towns and cities)
Assisting Small Business
Kinds of Business Files

OTHER ALBERTA GOVERNMENT PUBLICATIONS

Alberta Research Council

- Partner with Industry (Corporate brochure)
- Alberta Research Council Annual Report 1987
- A Technical Service to Industry
- Joint Research Venture Program
- Alberta Geological Survey
- Coal and Hydrocarbon Processing
- Oil Sands and Hydrocarbon Recovery
- Analytical and Testing Services
- Information Services (Pamphlet)
- Construction Technology Advisory Service
- Construction Industry Information Services
- Coal Research Centre Devon
- Biotechnology
- Forging a Powerful Partnership
- R & D (Industry Newsletter)
- Forest Products
- Electronics Test Centre - Annual Report 1986/87
- Advanced Technologies

Alberta Technology, Research and Telecommunications

- Scientific Activities of the Government of Alberta
- Alberta Technology, Research & Telecommunications Annual Report 1987/88
- New Frontiers
- Telecommunications
- Biotechnology
- Techciting (Industry Newsletter)
- Electronics Network of Alberta

Treasury, Bureau of Statistics

- Alberta Facts '87
- Alberta Statistical Review (Quarterly)
- Introduction to Alberta Corporate Income Tax

GOVERNMENT OF CANADA PUBLICATIONS

ABC - Assistance to Business in Canada (Federal Business Development Bank)

Businessmen's Directory of Canadian Trade Representation Abroad (External Affairs)

So you want to Export: Department of Regional Industrial Expansion

1) Making a Market Survey
2) Tips for you Trip
3) Your Reference Sources

Minding Your Own Business Vol. 1 & 2 (Federal Business Development Bank, Management Services)

Patents: Questions & Answers (Consumer and Corporate Affairs)

Sources of Venture Capital in Canada (Department of Regional Industrial Expansion)

PROGRAMS & SERVICES INDEX

SELECT FEDERAL GOVERNMENT PROGRAMS & SERVICES

	Page
Western Diversification Program	26
Business Information Centres	27
Canadian International Development Agency (CIDA)	27
Counselling Assistance for Small Enterprise (CASE)	27
Defense Industry Productivity Program (DIP)	27
Drawbacks - Customs & Excise	28
Export Development Corporation (EDC)	29
Federal Business Development Bank (FBDB)	30
Industrial Research Assistance Program (IRAP)	30
International Investment Program	31
National Research Council (NRC)	31
Program for Export Market Development (PEMD)	31
Business Improvement Loans	32
Special Investment Tax Credit Program	33
Statistics Canada	34
Technology Inflow Program	34

SELECT ALBERTA GOVERNMENT PROGRAMS & SERVICES

General Assistance Programs & Services

Alberta Bureau of Statistics (ABS)	35
Alberta's Foreign Offices	78
Alberta Intermodal Services (AIS)	35
Alberta Opportunity Company (AOC)	35
Alberta Physical Distribution Program	36
Alberta Small Business Incubator Support Program	36
Alberta Stock Savings Plan (ASSP)	36
Alberta Small Business Interest Shielding Program	36
Alberta Capital Loan Guarantee Program	37
Business Counselling Services	37
Business Immigration Program	12
Business Line	37
Business Opportunity Sourcing System (BOSS)	37
Business Site Locations Program	38
Canada/Alberta Northern Development Agreement	38
Community Profiles	38
Export Services Support Program	38
Export Trade Readiness for Alberta (EXTRA)	39
New Exporters to United States South (NEXUS)	39
Transportation Export Services for Trade (TEST)	39
New Exporters to Border States (NEBS)	40
Loan Guarantee Program for Alberta Exporters	40
Management Assistance Program (MAP)	40
Manufacturing and Processing Income Tax Rates	40

Market Development Assistance Program (MDAP) 41
Product Development Program 41
Small Business Corporate Income Tax Reduction 41
Vencap Equities 41

Training and Employment Programs

Alberta Training Program 42
Alberta Youth Employment and Training Program 42
Employment Alternatives Program 42
Alberta International Marketing Employment Program 43
Tailor-Made Training Program 43
Apprenticeship and Trade Certification Programs 43

Agricultural Programs & Services

Alberta Agriculture Development Corporation (ADC) 45
Canada/Alberta Subsidiary Agreement on Agricultural Processing and Marketing 45
Farming for the Future Program 45
Food Processing Development Centre 46
Food Laboratory 46
Alberta Market Development Assistance Program 46
Agri-Food and Processing Development Program 47
Alberta Special Crop and Horticultural Research Centre 47
Field Crops Branch - Alberta Crop Research Program 47
The Municipal Cooperative Cleaning Program 47
Animal Industry Division - Feeder Associations Program 48
Alberta Farm Credit Stability Program 48
National Tripartite Stabilization Programs 48

Construction & Engineering Programs & Services

Centre for Frontier Engineering Research 49

Energy Programs & Services

Alberta Oil Sands Technology & Research Authority (AOSTRA) 49
Alberta Royalty Tax Credit 50
Commercial In Situ Fiscal Regime 50
Experimental Petroleum Royalty 50
Crude Oil Royalty Holiday Program 50
Coal Research and Technology Program 51
Hydrogen Technology Research & Development Program 51
Enhanced Oil Recovery Program 51
Deep Gas Royalty Holiday Program 51
Transportation Energy Management Program 52
Energy Bus Audit Service 52
Energy Audit Data Base 52
Housing Industry Program 52

Forestry Programs & Services	Page
Canada/Alberta Forest Resource Development Agreement	53
Forest Industry Development Program	53
Medical Research Programs & Services	
Alberta Heritage Foundation for Medical Research	54
Motion Picture Industry Programs & Services	
Alberta Motion Picture Development Corporation (AMPDC)	55
Science & Technology Programs & Services	
Alberta Research Council (ARC)	55
Alberta Research Council Biotechnology Pilot Plant	56
Alberta Laser Institute	56
Alberta Microelectronics Centre	56
Electronics Test Centre	57
Alberta Telecommunications Research Centre	58
SuperComputer Project	58
Alta-Can Telecom Inc.	58
Spurt Investment Fund 1	58
Technology Commercialization Program	59
First Purchase Program	59
Edmonton Advanced Technology Centre	60
Calgary Advanced Technology Centre	60
Tourism Programs & Services	
Canada/Alberta Subsidiary Agreement on Tourism Development	60
Business Development Branch	61
Community Tourism Action Program	61
Service Industry Training Seminars	61
Team Tourism Marketing Program	62
Travel Alberta Zone Assistance Program	62
MUNICIPAL PROGRAMS & SERVICES	
Municipal Economic Developers Contact List	63
Edmonton Research & Development Park	66
Calgary Research & Development Park	66
University Research Park	67

Where to find the Albertans

INTERESTED IN REPRESENTING AN ALBERTA COMPANY, UNDERTAKING A JOINT VENTURE, INVESTING IN AN OPPORTUNITY INDUSTRY – OR IN VISITING THIS CANADIAN PROVINCE? WE INVITE YOU TO CONTACT KNOWLEDGEABLE REPRESENTATIVES FOR ALL THE FACTS YOU NEED: ◆ ◆ ◆ ◆

IN ALBERTA

Alberta Economic
Development and Trade
Investment Promotion
Branch
12th Floor, Sterling Place
9940 - 106 Street
Edmonton, Alberta
Canada T5K 2P6
Telephone: (403) 422-6236
Telex: 037-42815
Telefax: (403) 427-0487

INTERNATIONAL OFFICES

New York
Alberta House
27th Floor,
General Motors Building
767 Fifth Avenue
New York, New York 10153
U.S.A.
Telephone: (212) 759-2222
Telefax: (212) 759-3682

Hong Kong
Alberta House
Room 1003 - 1004, 10th Floor,
Tower 2, Admiralty Centre,
18 Harcourt Road, Central,
Hong Kong
Telephone: (011) 852-5-284-729
Telex: 802-61961+
Telefax: (011) 852-5-298-115

Los Angeles
Alberta House
Suite 3535,
333 South Grand Avenue
Los Angeles, California 90071
U.S.A.
Telephone: (213) 625-1256
Telefax: (213) 626-2107

Tokyo
Alberta House
Akasaka Oji Building,
8th Floor,
1 Akasaka 8 chome
Minato-ku
Tokyo 107, Japan
Telephone: (011) 81-3-475-1171
Telex: 72-28543+
Telefax: (011) 81-3-470-3939

London
Alberta House
1 Mount Street
London, England W1Y 5AA
Telephone: (011) 441-491-3430
Telex: 51-23461+
Telefax: (011) 441-629-2296

Seoul
Alberta House
Suite 400, Leema Bldg.
Executive Business Centre
146-1 Soosong-Dong
Chongro-Ku, Seoul 110-140
Korea
Telephone (011) 82-2-733-1021
Telex: 801-29-231
Telefax: (011) 82-2-733-1028

PRINTED IN CANADA 1989